

Interpersonal Skills.

Influencing Skills.

Overview.

The rogenSi Influencing Skills Program is designed to give you a deeper understanding of the qualities of an effective influencer and the characteristics of influencing without authority (typically across and up in your organisation). At the conclusion of this program, you will have skills and strategies to achieve business outcomes with those over whom you have no reporting line authority. You will be able to more effectively influence internal stakeholders to embrace your ideas, accept your recommendations, and support your initiatives.

Challenges addressed.

- Influencing others to accept your ideas and recommendations
- Influencing external stakeholders to support a concept, message or recommendation
- Influencing upwards for sign-off or approval
- Relating to a wide range of stakeholders with different needs

Key components.

- Planning for an influence strategy
- Understanding individual decision making processes and motivation to act
- Face-to-face persuasive communication skills such as probing, listening, rapport
- Creating and delivering compelling messages
- Creating impressions and perceptions
- Dealing with stakeholder responses
- Scenarios & exercises to benchmark & enhance your influence skill.

Outcomes.

- Be more confident when influencing at senior levels
- Have a wider range of skills and strategies to influence
- Be able to create tailored influence strategies for individual key stakeholders
- Build more successful working relationships with key stakeholders
- Structure and deliver information more persuasively
- Be thoroughly prepared for internal pitches

Duration.

2 days.