

# Influencing Skills.



## Outcomes.

Participants will:

- Be able to influence internal stakeholders more effectively to embrace ideas, accept recommendations and support initiatives
- Be more confident when influencing at senior levels
- Develop a wider range of influencing skills and strategies
- Be able to create tailored influencing strategies for individual stakeholders
- Create desired impressions, build credibility and improve perceptions
- Have greater control over stakeholder interactions and their outcomes
- Improve self awareness of what works and what doesn't with respect to own influencing style
- Improve the flexibility of own communication and adapt to the style and needs of others
- Structure and deliver information more persuasively
- Build more successful working relationships with key stakeholders
- Be thoroughly prepared for internal pitches.

## Duration.

2 consecutive days for up to 12 participants.

## How to register.

To make a booking simply go to [www.rogenSi.com](http://www.rogenSi.com) and click on the Business Learning Centre tab, then choose your program and location.

## For more information.

Call: 1800 797 447

Email: [blc.australia@rogenSi.com](mailto:blc.australia@rogenSi.com)

[www.rogenSi.com](http://www.rogenSi.com)

## Overview.

rogenSi's Influencing Skills program provides a deeper understanding of the qualities of an effective influencer and the characteristics of influencing with or without authority across and upwards in your organisation.

Learn to influence internal stakeholders more effectively to embrace your ideas, accept your recommendations and support your initiatives.

## Challenges addressed in this Program.

- Influencing others to accept your recommendations.
- Lobbying internally to get support for your initiatives.
- Getting buy-in to your ideas, for example a change program.
- Pitching internally for resources.
- Influencing upwards for sign-off or approval.
- Establishing successful working relationships with internal customers and key stakeholders.

## Key components of this Program.

- Planning an influencing strategy.
- Qualities of an effective influencer.
- Understanding individual decision making processes and motivation to act.
- Face-to-face persuasive communication skills such as probing, listening and developing professional rapport.
- Creating and delivering compelling messages.
- Making a good impression, building credibility and improving perceptions.
- Dealing with stakeholder responses and push-back.
- Scenarios and exercises to benchmark and enhance individual influencing skill and style.

## Who should attend this Program.

Anyone needing skills in influencing, especially without authority, across and upward in an organisation.