






Influencing Skills

 March 14th & 16th 2022
 3+3+2 Hours | 10.00-13.00H
 USD 100



Learning Objectives

- ❖ How to influence others more successfully
- ❖ How can I apply my influencing skills during business activities
- ❖ How can I recognize when to use persuasion or influencing techniques
- ❖ Which communication techniques are there to grow influencing skills
- ❖ How can I create meaningful and long-term connections with stakeholders



Learning Tools

- ❖ Videos
- ❖ Stories
- ❖ Real life work scenarios
- ❖ Group exercises
- ❖ Self assessment
- ❖ Infographics



Your Takeaways

- ❖ Learn and apply different influencing techniques
- ❖ Tool and tips to become a real influencer
- ❖ Understand context factors that impact influencing strategy

Learning Modules

- ❖ Understand the difference between persuasion and influencing.
- ❖ Understand and apply the psychology of persuasion.
- ❖ Know how to focus on influencing key behaviors to create results.
- ❖ Have a more thorough goal orientation to influence others and self.
- ❖ Know how to use credibility, communication, connections and currencies (reciprocity) to become an effective influencer.
- ❖ Be able to analyze context factors to determine the best influencing strategy.
- ❖ Learn from your colleagues the project they have been working on and how they applied some of the learned material to improve their performance.
- ❖ Work on your own influence challenge.