

Course Outline

“think
learn?
succeed”

“smart training for clever people”

Influencing Without Authority 1 Day

Some people appear to have a knack for influencing others. Their persuasive skills might appear to flow naturally and unconsciously – but they actually stem from principles anyone can learn to apply. By understanding these principles, you can get others to listen to you, persuade people to change their minds, shift the direction of a conversation, communicate a message effectively and present power presentations.

What you'll learn to do in this course

You'll come out of this session with powerful tools for improving your influencing skills. We'll bring theory to life and tell you how to succeed. A range of practical tips will be presented to you. You'll talk through examples and enjoy practical exercises. At the end of the course, you should be able to:

- Understand the difference between influence and manipulation
- Apply a four step process for influential communication
- Build rapport using matching and leading techniques
- Use influential language to get others onside
- Design a persuasive argument
- Structure high impact presentations for groups

Topics you'll cover

- What is influence?
- Theory and practice of influential communication
- Nonverbal sources of influence
- Words that influence
- Tools for persuading groups

What others have said about the course...

‘Extremely valuable for our staff. You have a very engaging and thoughtful personality which makes it easy to contribute’
Luke. SE Timber 2015

‘Interactive, useful information that can be applied to my daily work’
Crystal. University of New England 2014

‘Offers a practical course which is based upon robust research’
Frank. University of Western Sydney College 2015

‘Found the material well-presented and easy to apply to real situations in the workplace’
Karyn. NICTA 2015



Book your training NOW

Call Eleanor Shakiba on 0433 126 841

Download course information at www.thinklearnsucceed.com.au