

# INFLUENCING SKILLS

Learn from influencers and experts. Sharpen your knowledge. Gain and share new ideas and best practices. Learn about the latest techniques and insights.



## About The Course

The ability to influence suppliers, customers and colleagues is one of the most important skill sets on the road to success. Influential people in the workplace are confident leaders, with the ability to persuade others with their clear and concise communication strategies. This course helps leaders learn the fundamentals of influencing to get things done.

## Course Outline

- Top traits of good influencers
- Influencing myths.
- Dos and Don'ts of influencing others.
- 6 Psychological principles of persuasion by Robert Cialdini.
- Strategies in influencing others.
- Listening and Questioning as key influencing skills

## Who Should Attend

Our influencing skills training is suitable for employees, managers and executives in all professions.

## Course Methodology

'MicroLearningLabs' are run in-house and last 90-120 minutes. These workshops are conducted online or face to face using experiential learning techniques that keep participants engaged.

## For Customizations and Inquiries Contact Us



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