

# Influencing Skills at Work

## Introduction

Ability to influence is the capacity to persuade others to agree with you on an issue without using force or compulsion while respecting their viewpoints. Good influencing skills cover several soft skills of ability to communicate effectively, narrative and negotiation tactics that focus on the capacity to persuade.

On top of a life skill, the capacity for persuasion has never been more crucially important in the workplace.

This course will get you started on the path to learning what it takes to be able to think and act in a way that will help you carry others along. This entails picking up some new abilities and techniques that are appropriate for the circumstance and making sure you employ the proper behaviours and skills to effectively influence anyone, whether it be a single person or a room full of sceptical expectant individuals!

## Key Learning Outcomes

By the end of the course, participants should be able to:

- Understand influencing styles and strategies available and formulate plans and ideas on how to use them in influencing situations.
- Understand skills and behaviours to use to be the most effective influencer.
- Greater confidence in situations to influence people.
- Use thinking, speaking and behavioural techniques that enable influencing to be effective and positive.
- Review and evaluate learning and have an action plan to take back and implement in the workplace.

## Duration

3 Days

## Target Participants

Senior Leaders, Senior Managers, Managers, Senior Executives, Executives, Supervisors or Line Leaders, Officers, Administrators, and staff members

\*For the complete course content and quotation, please reach out to us at [info@irs-training.com](mailto:info@irs-training.com) or [kavitha@irs-training.com](mailto:kavitha@irs-training.com).