Developing your Influencing and Engagement Skills Training

Duration: **3 Day**

BILGINÇ
IT Academy
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Overview

In today's workplace, successful influence isn't just about**what you say** — it's about **how you engage**, **handle resistance**, and **inspire action** across teams and functions.
This **3-hour interactive session** equips participants with practical tools for storytelling, negotiation, and adaptive communication to confidently navigate real influence moments.

Through immersive exercises, feedback, and simulation labs, you'll learn to build trust, overcome resistance, and communicate persuasively.
Every participant leaves with a **personalized Influence Toolkit** and actionable workplace strategies.

Prerequisites

No formal prerequisites.
An open mindset and willingness to engage in interactive exercises are highly recommended.

Who Should Attend

Ideal for professionals who:

- Have foundational influence skills and want to enhance them.
- Need to **lead conversations**, **negotiate outcomes**, or **drive alignment**.
- Work in leadership, project, or customer-facing roles.

What You Will Learn

By the end of this workshop, participants will:

- Recognize what effective influence looks like in modern organizations.
- Use **storytelling techniques** to make messages engaging and memorable.
- Apply **negotiation tactics** to shift resistance and foster agreement.
- Integrate influence tools and traits to communicate with confidence.
- Build long-term trust and alignment within teams and stakeholders.

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Outline

Influencing in Today's World

- Common barriers to influence and how to overcome them
- Applying real-world frameworks to live examples

Storytelling to Engage

- Using narrative structures, emotion, and metaphors
- Making influence moments impactful and memorable

Negotiation Basics

- Interest-based negotiation and tactical empathy
- Using influence language to manage resistance

Toolkit & Simulation Lab

- Combine all learned tools in realistic simulations
- Build your personalized **Influence Toolkit**