The Art of Influencing Others Training

Duration: **2 Day**

BILGINC IT Academy
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Lay the foundation for more effective and influential communication in this highly interactive, instructor-led workshop.

The purpose of the Art of Influencing Others training course is to teach the skills you need so that others will want to grant you the power to affect outcomes. Our approach is to teach how to develop and maintain rapport, how to resolve conflicts and handle difficult situations, and how to recognize others' needs and support them in meeting their needs while meeting your own as well ("win-win"). The training concludes with emphasizing the qualities that influential people have and will give you an opportunity to assess yourself in these areas.

Through a series of structured experiences, develop and learn to apply skills that improve your effectiveness when marketing your services in any communication skill.

Who Should Attend?

Managers and seasoned professionals who want to build their strengths, resolve conflicts smoothly and exercise greater influence on others.

What You Will Learn

In The Art of Influencing Others Training course, you will learn how to:

- Build rapport and develop genuine relationships
- Improve communication skills, including verbal and nonverbal messages, to be more effective with others
- Recognize common barriers to communication
- Understand and use communication styles to tailor your communications
- Resolve conflicts

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Training Outline

Module One: Building Rapport

- Definition of influencing
- Building rapport
- Skills to improve understanding

Module Two: Identifying Common Communication Filters

- Areas of differences
- Communication behaviors

Module Three: Recognizing Communication Styles

- Communication styles self-assessment
- Understanding communication styles
- Bring your type to life
- Recognizing styles and behaviors

Module Four: Conflict Resolution Skills

- Misunderstandings and disagreements
- Defensiveness and provocation in communication
- Maintaining your composure
- Steps for resolving conflict
- Stretching in your style
- Practice: Walk a mile in my shoes

Module Five: Recipe for Success

- Power and influence
- The art of influencing others
- Likeability
- Reciprocity
- Credibility
- Composure
- Commitment

Application: Create your own recipe