Advanced Influencing & Persuading Training

Duration: **2 Day**

BİLGİNÇ IT Academy
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Overview

Successful communication in business is not only about sharing information. Leaders, managers, and professionals must also be able to influence others, build trust, and communicate persuasively. Influencing & Persuading training helps participants develop the communication and relationship-building skills needed to create stronger professional impact.

Influencing & Persuading training offered by Bilginc is designed for professionals who want to improve communication effectiveness, strengthen workplace relationships, and enhance persuasion skills.

What is Influencing & Persuading?

Influencing & Persuading is a professional development program focused on improving influence, persuasion, and relationship management skills in business environments. Participants gain practical knowledge in communication strategies, negotiation techniques, trust-building, and persuasive communication methods.

Benefits of Influencing & Persuading Training

- Improves communication skills
- Strengthens persuasion abilities
- Enhances professional relationships
- Supports leadership effectiveness
- Develops negotiation skills
- Builds professional credibility and trust

Who Should Attend

This training is ideal for:

- Team leaders
- Managers and executives
- Sales professionals
- HR specialists
- Project managers
- Professionals seeking stronger communication and negotiation skills

What You Will Learn

During this training, participants will learn how to:

- Apply effective influencing and persuasion techniques
- Build trust-based professional relationships
- Understand different communication styles
- Improve negotiation and interaction skills
- Communicate effectively in challenging situations

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Outline

1. Fundamentals of Influence and Persuasion

Explore the key principles of persuasive communication and influence in professional environments.

2. Communication Styles and Trust Building

Learn how to recognize communication styles and develop stronger workplace relationships.

3. Persuasive Communication Techniques

Develop strategies for delivering messages more effectively and persuasively.

4. Negotiation and Relationship Management

Understand communication approaches that support collaboration and positive business outcomes.

5. Influencing in Challenging Situations

Learn how to maintain effective communication and influence under pressure or during conflict.