

TAKING OTHERS WITH YOU

(one or two day programme)

The days of “command and control” have gone. Now, it is vital to find new ways to influence others effectively and to secure their active support to achieve organisational goals.

This one- or two-day programme will increase your ability to influence others, to articulate your expectations and to engage them in a positive way towards achieving both personal and organisational goals.

PREPARATION

- Short clip on listening skills
- Complete influencing styles inventory
- Interview three key stakeholders

WORKSHOP CONTENT

- Understanding your sphere of influence
- Influencing others
- Creating the conditions for success
- Stakeholder management
- Seeking to understand
- Seeking to be understood
- The questioning funnel
- Negotiating skills

KEY OUTPUTS

- Develop ability to influence colleagues, direct reports, and managers
- Build confidence to influence external stakeholders and customers
- Deepen ability to listen and understand others
- Articulate clearly your own viewpoint
- Negotiate with confidence with both internal and external stakeholders

ORGANISATIONAL VALUE

- Develop contemporary leadership capability - from “command and control” to “inspire and engage”
- Develop organisation-wide ability to influence and to negotiate effectively, both internally and externally

PERSONAL VALUE

- Clear understanding of how to influence others
- Deepen ability to listen and to articulate
- Develop negotiate skills applied to both internal and external real-time situations