



GROWTHco

Advanced Management Techniques: Influencing Teams

Category:

Advanced Management

Course Length:

Part of one Full Day
(8 hours)

Materials:

\$25 per participant
for entire day's topics

Cancellation Policy:

10 Business Days

**Minimum Number of
Students:**

1

**Maximum Number of
Students:**

20

Description:

During the workshop participants learn how to strengthen their ability to build credibility and influence with all types of people and personalities, both inside and outside your organization.

You'll discover how to build consensus, motivate commitment and change, and extend your reach to encourage better performance and better relationships all round.

You'll also learn the dynamics of different personality types, and understand how to present your solution to anyone with success.

Digging into the science of decision-making and behavioral patterns, we'll show you how to see the world from the perspective of another person, and sell your ideas to them in the same way.

Course Benefits:

- Have a wider range of skills and strategies to influence.
- Be able to create tailored influence strategies for individual internal and external key stakeholders.
- Create desired impressions and perceptions.
- Have an enhanced understanding of your influence style
- Learn what influence techniques work, and what doesn't.
- Display flexibility in communications so can adapt to others' style and needs.
- Build more successful working relationships with key stakeholders.
- Structure and deliver information more persuasively.

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