



## How to influence and persuade with passion and panache

Did you know that 70% of our normal working hours are spent in communication? Yet despite the importance of communication at work, many of us receive very little guidance on how to optimize our interpersonal interactions with others.

This programme will show you how to develop powerful communication skills that will relay the exact message that you want receivers to hear. By understanding your own working style and then introducing skills and techniques to adapt your approach with different styles, you will learn to maximize the impact of your message, raise mutual understanding and increase working effectiveness.

This highly interactive, fast-paced workshop will provide you with the ability to improve communication, increase buy-in and ultimately increase your credibility. Are you ready to dive in to become the most passionate communicator you want to be?!

### *On this programme you will learn how to:*

1. Use questioning and behavioural cues to be more influential and persuasive in any audience
2. Recognise the different filters that influence communication effectiveness
3. Identify the connections and potential conflicts between different personalities and how to still be influential by adapting your style accordingly
4. Use the different 'languages' to improve understanding and increase receptivity
5. Apply techniques and exercises to raise your own personal blueprints for successful and effective communication with a variety of audiences
6. Articulate the strengths and possible challenges of your influencing style
7. Have an increased understanding of influencing styles and greater understanding of how behaviour impacts on building relationships

So call us now on 01543-416242, and find out how to *improve your influencing skills today*.