

## INFLUENCING

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This module focuses on the importance of using your influencing skills when communicating with others. In order to influence others effectively, you have to understand yourself and your impact on others. Different situations and different people call for different approaches. There is no one right way to influence.

### Learning Objectives:

- Understand one's own personal influencing style.
- Learn how others perceive you in terms of influencing others.
- Recognize when to use receptive and expressive skills to be most effective when influencing others.

### Who Should Attend:

Individuals who need the collaboration of people they have no power over or those who need to influence people in higher positions in their decisions or get their support.

### How Will Participants Benefit:

- Influence others without being manipulative.
- Develop a method to facilitate change.
- Gain the cooperation of others to implement ideas.
- Sell ideas to others.
- Realize how others perceive you and become more effective.
- Get better results and preserve relationships.

### Delivery Method:

Lecture, role-plays, exercises and group discussion

**Duration:** One day