

2 Days, High Impact Workplace Influencing Skills Workshop

[2 Days Interactive Experiential Learning Workshop; ~2 Hours Per Topic With Role-Plays, Case Study Report-Outs & Video Analysis]

Course Outline

1. Influencing Skills Workshop Introduction – Understand What Is Influencing – Power Of Influencing – Key Components Of Influencing – Recognising & Being Responsive To Influencing Dynamics
2. Types Of Influencing Skills – Techniques – Methodology – Reasoning Logic – Creating Positive Vibes – Inspiring Appeal Management 4P Framework(Position – Problem – Possibilities – Proposal)
3. Generic Influencing Approach Options
 - a. Autocratic, Push –works when supported by personal power
 - b. Collaborative, Pull –works where no power available
 - c. Logical Approach –works with logical, linear thinkers
 - d. Emotional Approach –works to get others fired up about an issue
 - e. Assertive Approach –works when overcoming resistance
 - f. Sales Approach –works where benefits need emphasizing
 - g. Bargaining Approach –works where a win-win outcome needed
 - h. Walk The Talk Approach –works if you can model what is needed
4. Understand Nature Of “Power” Base & Use PIE To Your Advantage – Learning To Remain Calm, Composed & Confident During Stressful Situations
5. Influencing Styles & Application – Identifying Influence Style Types – Influencing UP / DOWN / ACROSS Hierarchy – Role Of Assertiveness, Metaphors & Story Telling During Influencing – Peer & Sphere Pressure Tactics –Profiling Audience Towards Influencing With Right Set Of Communication Techniques – Build Relationships With Decision Makers
6. Master Influencing Techniques – Inner Game & Affirmation By Introspection & Retrospection of Expert Beliefs Vs Self Beliefs – Develop Self Control & Promote Influence Shelf Life By Future Pacing, Counter Thinking and Bullet Proof Glass Technique – Fogging, Broken Record & Feel / Felt / Found Technique

SIEGER TRAINING CONSULTANTS (P) LIMITED

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7. Outcome Thinking & Dove Tailing For Ultimate Influencing – Use Emotional Quotient & Intelligence For Personal Influence – Approaching Influencing Skills In Maslow Hierarchy Perspective – Influencing In Workplace Environment To Promote Harmony & Teamwork – Create Rapport & Use Sense Making, Matching and Leading Values Identification For Productive Influencing – Learn Influence Edge Skills To Avoid Steam Work & Promote Teamwork!
8. Thomas-Kilmann Conflict Mode Instrument & Management Of Differences Inventory (MODI) To Practice Perfect Influencing Edge – CMNZ Influencing Framework – 4 Learning Conversations – Managing Relationship – Managing Process – Managing Substance – Managing Self

Other Details:

- Payment to be made within 15 days from the date of the invoice.
- All payments must be made by cheque/online transfer etc., drawn in favour of Sieger Training Consultants Pvt. Ltd. Sieger will charge on INR basis only.
- Overseas clients will have to take care of all the training materials directly as briefed by Sieger Training. However, Sieger can procure some (which can be transited) not all, on behalf of the client but any additional charges for custom clearance has to be taken care by client only.
- Facilitators Travel & Food have to be taken care by the client
- Clients will have to arrange LCD, Speakers, Mike on their own.
- Cancellation of confirmed programmes shall be intimated one week in advance else 50% of the total charges shall be applicable.
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