

Results Driven Influence

*The Simple Techniques of Successful Workplace
Persuasion*



'We are Designed to BE Influential and to BE Influenced'

Achievers understand something that few do; they realise that the ability to communicate and work effectively with other individuals is a key component to influencing outcomes. In these times, having **'Results Driven Influencing Skills'** in business is a crucial skill in order to increase productivity and achieve necessary outcomes.

"Results Driven Influence" is a one-day program designed to equip individuals with the necessary skills and knowledge to deal with the day-to-day challenges of influencing and persuasion to achieve desired outcomes. The participant will learn how to develop and implement strategies to effectively deal with different authorities and power bases, understand the qualities of an effective influencer, learn how to convince others to embrace your ideas, gain win/win outcomes, and gain support for initiatives.

You Will Discover

- How to effectively deal with those down, across and up line to your position.
- The practical techniques to gain support for your objectives
- How to use the psychology of persuasion and people response triggers
- Profiling techniques to analyse and help predict the other party's true motives
- How to create an interest map and develop the right strategy
- Secret advanced influencing techniques used by some of the worlds top performers
- Negotiating to achieve mutually acceptable outcomes
- How to become influential in facilitating change
- The right strategies to attract motivated individuals when working across multiple teams
- The ability to structure and communicate your message persuasively
- How to use your confidence to create the right atmosphere for buy in
- The key strategies you need to know to use your network to expand your influential impact

Participant Outcomes

- ✓ Understand the key elements to deal with stubborn or dominating communicators and influence the outcomes
- ✓ Develop the right influence strategy to match the situation
- ✓ Understand the psychology of influence and the triggers that all human beings react to
- ✓ Communicate and position your message in the most influential way
- ✓ Use your new found confidence to create new opportunities
- ✓ Motivate people to your way of thinking
- ✓ Understand the key advantages to developing an influence network map
- ✓ Work in a variety of situations and quickly identify the most effective influence strategy

Workshop Format

All of our workshops use adult learning methods to maximise interactivity, engagement and fun. Our Facilitators use a combination of professional visual aids as well as multimedia to present the information. Each workshop has tailor made activities and discussions and even though the information has a specific format it is adapted and customised to suit each group.

All CAL facilitators are industry experts in their chosen field and come with a wealth of practical business experience, qualification and application.

Designed For:

This short course is applicable to anyone who manages or leads a team and needs to gain the knowledge and understanding of the core skills required. Or for those who have a desire to find strategies to lead relationships that produce results or who have desires to go to the next level in their ability to be a successful and effective leader.

Price: \$450 plus GST (1 Day)

Includes all materials as well as morning tea, lunch and afternoon tea.

Early Bird Price:

Up to 4 Weeks Before Schedule Date
less 10%

Group Booking Price:

- 2 Participants 10%
- 3 and above Participants 15%

To Register:

Call us on (03) 9421 2444

[Click Here to Register Online](#)

Location:

All courses are conducted on our premises
3 Prince Patrick Street, Richmond Melbourne

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