

## Influencing and persuading others

### **Aim**

Gaining commitment and building relationships

### **What's it all about?**

Leaders' ideas are only valuable if they can persuade others to take action and implement them. This course will help participants build coalition skills when communicating with others. It's about powerful techniques which can result in gaining commitment while building strong relationships.

### **Why iOpener?**

Influencing and persuading people to take action is what the iOpener team does all day every day. Our role is to encourage people to modify, adapt and try something new and in a way which stimulates continued development.

### **How?**

We look at who needs to be influenced and why. What do all stakeholders gain? How can you optimise your messaging efforts either on paper or orally? How can you identify potential blocks? We'll work through all this in a fast-paced day which will provide you with some analytical tools for immediate use.

### **Participants?**

This workshop is for up to eight participants. Participants will work with two actors and a facilitator to practice influencing and persuading skills.

### **Outcomes:**

Participants will:

- Identify goals, drivers and potential blocks for themselves and others
- Work on how to tackle challenging situations and people by flexing styles
- Recognizing levers of influence
- Understand how to deliver a persuasive or influential message
- Plan how to handle others' attempts to persuade or influence

### **Participants cover:**

- Understanding the differences between persuading, influencing and manipulating others
- Introducing the elements of persuading and influencing
- Understanding and identifying how to get buy-in by using different levers
- Flexing your style – different methodologies
- Dealing with challenges: two terrific tools to move others on and diffuse emotion
- Controlling words, voice and body language for influence
- Learning to say no to others

### **Target group**

Participants who need to influence and persuade key stakeholders.

### **Option**

Think about adding this to a negotiation skills session.

### **Duration**

1 day