

Personal impact

Aim

Creating impact – getting results

What's it all about?

This workshop investigates the tools and techniques needed to create impact with any stakeholder. So that people not only remember leaders they have encountered but act on what they have to say. Participants will achieve this through understanding different ways to express messages and flex their styles – and to do this with confidence.

Why iOpener?

We have delivered this workshop to more than 2000 people. Which means we have developed a toolkit that suits technically skilled leaders who are looking to extend their skills as they move into positions of wider influence within their organisations.

How?

We'll concentrate on interactive and practical exercises with different methodologies including several skills practice sessions with immediate feedback, flip chart exercises, video clips, card sorts and multiple choice exercises. Participants will receive peer and 1:1 feedback. In addition we offer an on-line 360 tool to collect feedforward before the workshop.

Participants?

This workshop is for a maximum of eight participants. We recommend that the workshop is supported by actors so participant rehearse difficult situations in as real a context as possible.

Outcomes:

Participants will:

- Develop an awareness of personal style
- Increase choices in dealing with others
- Understand different tools that accelerate impact and buy-in
- Recognise others' needs when under pressure
- Create personal action plans for key stakeholders

Participants cover:

- Understanding presence in terms of words, voice and body language
- Analysing personal preferences and styles
- Building rapport with everyone
- Approaching others and doing this with confidence
- Dealing with status and jeopardy: handling challenges
- Working with words, voice and body language
- Projecting authority under public pressure
- Developing options: flexing styles and using levers of persuasion
- Deflecting the heat by using narrative and vignette

Target group

Any leader who wants needs to project impact both outside and inside their organisation

Option

Combine this with a networking workshop.

Duration

1-2 days