

Developing Your Presence and Influence Skills

Personal Potency & Persuasion Techniques

Introduction

Using the research of numerous experts, this training course, Developing Your Presence and Influence Skills, examines the science and real-world applications of persuasion. According to S. Covey's theory in his book the 7 Habits of Highly Successful People, understanding is a prerequisite for understanding. The creation of this training programme has been informed by the spirit of this argument.

A crucial element of the quality of your interactions with other people has a direct impact on how they think and behave. In any interaction with another person, you are at least half of the equation. Thus, acquiring the information and abilities necessary to persuade others is a crucial component of any business professional's toolkit. There's no need to search further.

This training session on Course N Carry will emphasise:

- Fostering enduring connections in work
- Benefits of Influence Model Application
- Swaying other people's decisions
- When adaptability and compromise can lead to favourable results
- Making a presentation that has a lasting impression

Objectives

After completing this training programme on "Developing Your Presence and Influence Skills," participants will be able to:

- "Aim first for comprehension," The secret to fostering connections
- Arrange, carry out, and sway your colleagues.
- Encourage others to make more thoughtful choices
- Make the greatest presentation in the class.
- Collaborate to produce win-win results at work

Training Methodology

Using a variety of tried-and-true blended learning techniques, our Developing Your Presence and Influence Skills training programme will have a high participation rate and

guarantee that each participant will learn in a tough yet safe atmosphere. A range of methods, such as skill application, case study critique, peer feedback, completing a personal profile tool, and individual and group activities, are used to accommodate all adult learning styles.

Organizational impacts

In addition to becoming market leaders, businesses that invest in the development of soft skills, or communication abilities, also typically have happier and more positive work environments.

The following are some reflection effects of taking this Developing Your Presence and Influence Skills training course on the organisation:

- Become more proficient in interpersonal communication to help employees be more productive in their daily work.
- Emphasised the value of developing solid cross-functional ties in order to increase organisational effectiveness and efficiency.
- The ability to reach agreements that are worthwhile to both sides is essential to establishing and preserving long-term business relationships.
- Giving staff members the tools they need to engage in more fruitful business talks with colleagues
- Boost productivity by giving employees the freedom to focus on company goals.
- Possibility of investigating several business and personal efficaciousness competencies inside a secure educational setting

Personal Impact

The participants will become more confident and well-adjusted in both their personal and professional lives, as well as more productive and effective in their jobs, by learning how to influence people through a variety of tactics.

The following are just a few of the ways that the participants in our Developing Your Presence and Influence Skills training course will benefit:

- Discover the critical role that emotional intelligence plays in creating enduring business partnerships.
- Finishing a personal profile to improve awareness of oneself.
- Acquire expertise in using an assortment of communication instruments, providing and accepting input from colleagues
- Learn new ideas and techniques by examining real-world case studies.
- Discover how to organise and give a presentation that will be the best in the class to achieve exceptional personal and professional outcomes.
- When negotiating, try to establish enduring, mutually beneficial connections.

Who should attend?

Business professionals who wish to strengthen their current abilities and add new knowledge to their repertoire in order to gain more control over business discussions are the target audience for this training course, Developing Your Presence and Influence Skills. It will also help individuals who want to express themselves and their views more effectively.

A suitable variety of professionals are represented in this training course, but the following will greatly benefit:

- Supervisors of Projects
- Experts in Marketing
- Senior Executives
- Every manager and team leader
- Anyone in charge of or managing a team
- Sales professionals who want to influence their clients more
- Any professional in business who wants to increase their influence
- Professionals in the corporate world who must collaborate with those in different departments

Course Outline

Day 1

The Connection between Relationships and Influence

- Identifying the Qualities Needed to Persuade People
- On the Change Curve, where are you and the people you want to influence?
- What obstacles do we encounter when trying to influence others?
- The Value of Taking Various Learning Styles Into Account
- How the brain processes the fight, freeze, or flight response?
- Unconscious Prejudice and Information Filtering
- Recognising Various Behavioural Styles
- Influence and Emotional Intelligence

Day 2

Putting Together a Toolkit for Personal Effectiveness

- The Model of Influence
- The Influencing Model's Crucial Components: An Explanation and Illustration
- Listening with Purpose

Enhancing My Questioning to Gain a True Understanding

- The Value of Including Flexibility in Any Concept or Suggestion
- Affecting Workplace Decision-Making
- Persuading People to Make Better Decisions
- How to Practically Apply Tools for Decision Making

Day 3

Practical Negotiation

- Defining and Outlining the Nature of Negotiation
- An Overview of Bargaining
- Skills for Bargaining in Life and Business
- Recognising the parameters of negotiations
- Getting Ready for the Talks
- Acquiring knowledge of How to Determine Which Factors Are Negotiable For what do I exchange?
- The Walk Away Point (WAP) Principles and Their Significance

Day 4

Making the Greatest Presentation in the Class

- What Constitutes a Memorable Speech?
- Top Tips for Presentations
- Overview and Application of the INTRO Formula
- Employing Tonality for Impact
- Examining Nonverbal Communication's Function in Presentations
- Don'ts and Dos in PowerPoint
- Adding Visuals and Stories to Strengthen Your Point of View
- How a Professional Handles Nerves
- Making a Customised Vocal Checklist

Day 5

Developing Your Influence Sphere

- Comprehending the Influence Sphere
- Making a Map of Personal Influence
- Examining Persuading Strategies
- Making Your Own "Plan of Action" for Going Back to Work
- Creating Your Own Reference Collection