

The Art of Influencing

A foundation skills course for anyone who wants to improve their influencing skills



Overview

Effective influencing skills can help you to engage better with your customers, clients, colleagues and managers and can allow you to better shape outcomes which benefit you and your organisation.

This workshop will focus on developing your influencing skills through development of good communication and stakeholder management.

Benefits

This workshop is designed for anyone working in a private or public sector organisation. By participating in this workshop, you will:

- recognise the concepts, characteristics and sources of influencing
- explore the relevance and application of influencing skills to a range of situations and people
- develop transferable skills in advanced communication
- improve your impact in your current role
- share experiences and knowledge with other participants.

What you will learn

By attending this full day workshop you will learn to:

- explore influencing in your workplace
- describe the difference between negotiation and influencing skills
- explain the key drivers for influencing skills including relationship management skills
- develop strategies and tools of influencing for different groups of stakeholders
- directly improve influencing skills by using workplace examples in activities.

Details

Date: One full-day workshop on Thursday 17 May 2012

Time: 8:30am – 4:30 pm

Where: WISDOM Learning Centre, Fairbairn ACT

Cost: \$550 including all materials and gourmet catering

This full day workshop can be used for Real Estate CPD, please contact us for more information.

How to register

Register online at www.wisdomlearning.com.au or contact us for more details.