



## EFFECTIVE INFLUENCE

*A People Results Workshop*

### OVERVIEW

Knowing how to influence is critical for managers and professionals to be highly effective in their roles. **Your personal influence can make the difference in places and with people over whom you have no direct authority.** For example, your influence can lead to the success of a new initiative, provide the missing piece of a complex puzzle or solve a long-standing dispute within your organisation.

The **Effective Influence** One-Day Workshop emphasises why and how personal influencing is an ethical practice that leads to positive outcomes for teams and organisations as well as at the personal level of your career success.

### WHO SHOULD ATTEND

**Emerging leaders, managers and professionals** who seek to develop their influencing abilities to high levels and contribute in the most effective ways to the agendas, discussions and decisions within their organisations and in selected external forums.

### KEY BENEFITS

- Understanding what makes up the influencing mindset and how to have personal influence even when lacking formal authority.
- A practical, proven influencing process and tool-kit of strategies and skills for influencing in different organisational situations.
- Knowledge and experience in adapting current behaviours and adding new ones to become more influential and respected by peers, senior executives and others.
- Awareness of self-created and other barriers to effective influencing and how to overcome them.
- How to create a web of relationships that become valuable sources of personal influence.
- Within an ethical framework, how to use personal influence to support career goals and success.
- An individual action plan to improve personal skills and performances, build alliances and positively influence team and organisational outcomes.



### Challenges

*“What - and how - can I change to be an effective influencer?”*

*”How can I exercise influence in my organisation and also fit into the culture?”*

*“What are the right issues for me to choose to be influential?”*

Have the above questions and your own personal influencing questions answered by attending the **Effective Influence** One-Day Workshop.

More information and registration details are overleaf.

### People Results

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# Achieve Your Best.

## WORKSHOP DESCRIPTION

The **Effective Influence** Workshop is an insightful and engaging professional development program for small groups of managers and professionals. Participants are engaged by challenging and thought-provoking issues and gain personal influencing strategies, skills and confidence. The focus is on experiential learning via a stimulating case study, lively group discussions, role plays and brainstorming activities.

### Module 1: The Influencing Mindset

- Understanding Personal Influence
- The Six Principles of Effective Influence

### Module 2: Influencing Strategies

- The Wheel and Spokes of Personal Influencing
- The Art and Practice of Give and Get
- Clarifying Goals and Priorities

### Module 3: Personal Influencing Skills

- Managing Alliances and Relationships
- Aspects of Emotional Intelligence
- Identifying and Overcoming Barriers

### Module 4: Influencing Situations

- Case Study Application of Influencing Strategies and Skills

### Module 5: Personal Influence Planning

- How to Translate Learning into Workplace Initiatives
- Creating a Personal Action Plan

## WORKSHOP INCLUSIONS

- Effective Influencing Resource Guide
- Arrival tea/coffee, lunch, morning and afternoon teas

## PROGRAM FACILITATOR

Lynne Lloyd is a senior facilitator, consultant and author whose professional development expertise includes leadership, executive presence, managerial communication, interpersonal skills, group presentation and negotiation skills.

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*“Trust plays an important part in achieving influence. If other people perceive you as too calculating or interested in influence for your personal benefit rather than for organisational work, they will be wary, resistant or go underground...”*

A.R. Cohen & D.L. Bradford



## EFFECTIVE INFLUENCE

One-Day Workshop

### To Register Your Interest :

People Results offers this Program on an In-House basis or as a public workshop at locations around Australia.

Please contact our Managing Director, Lynne Lloyd, to discuss your requirements.

Telephone 07 3910 1003

Mobile: 0421 998749

or

Email at

[enquiries@peoplereults.com.au](mailto:enquiries@peoplereults.com.au)

Alternatively you may contact us via the People Results' website at:

<http://www.peoplereults.com.au/contact/>

We look forward to your telephone call or your email.

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