



## INFLUENTIAL PRACTICES

*A People Results Workshop*

### OVERVIEW

Knowing how to influence is critical for managers and professionals to gain the support of senior executives, colleagues and key stakeholders. **Your personal influence can make the difference in places and with people over whom you have no direct authority.** In fact, your influence can lead to the success of a new initiative, or provide the missing piece of a complex puzzle or solve a long-standing dispute, to name just a few outcomes.

The ***Influential Practices*** One-Day Workshop emphasises why and how personal influence is an ethical practice with many positive outcomes for teams and organisations as well as at the personal level of career success.

### WHO SHOULD ATTEND

Government, corporate and professional leaders and managers who seek to develop their abilities to be influential 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 without formal authority.
- A practical, proven influencing process and tool-kit of strategies and skills for influencing in different organisational situations.
- Enhanced abilities and confidence to be effective in challenging environments and to influence stakeholders with varying needs and agendas.
- Knowledge and experience in adapting current behaviours and adding new ones to become more influential.
- 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.
- Identifying what and how to change in an action plan for future organisational, team and personal outcomes.

### Challenges

*“What should I do and say to become more influential?”*

*“What are the differences between power and influence?”*

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

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

Have these questions and your own personal ones answered by attending the ***Influential Practices*** One-Day Workshop

More information is overleaf.

### People Results Executive Coaching Talent Development

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# Achieve Your Best.

## WORKSHOP DESCRIPTION

The **Influential Practices** Workshop is an insightful and motivating professional development program with practical outcomes. Participants are engaged throughout with challenging and thought-provoking issues. The focus is on experiential learning using stimulating case studies, lively group discussions, role plays and brainstorming activities.

### Module 1: The Influencing Mindset

- Understanding Influence and its Sources
- The Six Principles of Effective Influence

### Module 2: Influencing Strategies

- The Wheel and Spokes of Effective Influence
- The Art and Practice of Give and Get
- Clarifying Goals and Priorities

### Module 3: Influencing Skills

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

### Module 4: Influencing Situations

- Case Study Application of Influential Practices

### Module 5: Personal Influence Planning

- How to Translate Learning into Workplace Initiatives
- Creating an individual Action Plan

## WORKSHOP INCLUSIONS

- A Personal Influence Assessment
- **Influential Practices** Participant's Resource Book
- 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 skills, 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



## Influential Practices

### 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 email.