

# Influencing Skills

This practical facilitator led virtual training session is designed to help participants develop and demonstrate their influencing skills by exploring motivators and drivers, identifying influencing styles and communicating persuasive messages. This highly interactive and engaging virtual class will leave participants with the tools, strategies and techniques to master the art of influence to confidently connect, inspire and motivate others and achieve better results in the workplace.

## Snapshot

Duration: 90 minute

## Learning Outcomes

- Explore the attributes of a great influencer
- Determine the workplace situations where applying influencing skills would be of benefit – and why
- Develop practical tools to influence others through identifying motivators and drivers
- Explore the 5 influencing styles and when to use to achieve a successful outcome
- Complete templates to support when communicating persuasive messages
- Apply key art of influence techniques to ensure continued influence in the workplace