

Communicate and Influence

Learn how to articulate your position clearly and influence others to follow your point of view. Strengthen skills using the OIC framework to set outcomes up clearly and identify consequences of achieving outcomes. 3V's of communication so that your message is clearly conveyed, and strong credibility is built. Follow Robert Cialdini principles to allow you to influence in a positive and ethical way. Help leaders demonstrate they can influence others through their ability to articulate their position clearly and influence others to join their point of view.

[Click here](#) to access the video overview.

Snapshot

Duration: 90 minute

Learning Outcomes

- Workplace Communication
- Building Creditability
- The 6 basic tendencies of human behaviour – Robert Cialdini
- Constructing Persuasive Messages using the OCI Framework

Course Outline

- Workplace Communication
- Key Motivators
- 3V's of communication
- Building your credibility and demonstrating empathy
- The 6 basic tendencies of human behaviour – Robert Cialdini
- 5 influencing styles
- Constructing Persuasive Messages using the OCI Framework