



# Personal Impact & Influence

 Duration: 1 to 2 days  Maximum group size: 12 people

## Course overview

This course focuses on the best way of having impact on others through a powerful mix of influence, body language & assertiveness. We will explore how your approach and behaviour can be adapted when dealing with a range of different personalities to ensure that a successful outcome is achieved.

## Delivery methodology

Futureproof's training workshops require all delegates to take a full and active role throughout. Our mix of trainer led discussion, facilitation, coaching and skills practice ensures that all delegates enjoy an interactive and supportive learning experience.

## Who would benefit from attending?

Individuals who are looking to develop their interpersonal skills in order to influence, persuade and have maximum impact on others.

## Core development objectives covered

- What is personal presence & impact?
- Self-awareness ~ identifying your communication strengths / weaknesses
- Understanding different personality styles / preferences
- Adapting your approach to maximise your impact on others
- Advanced communication skills
- The power of language, voice & tone
- Knowing who you want to influence
- Developing communication strategies
- Assertive v's aggressive behaviour
- Transactional analysis in practice
- Dealing with difficult & obstructive people



Want to tailor the content of this workshop and incorporate internal procedures, competency framework, organisational values & work-related challenges?

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