

Personal Influence & Impact



Duration: 1 Day



Ideal Group Size: 10 to 12 People

Course overview:

This course focuses on the best way of having impact on others through a powerful mix of influence, body language and 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:

This course is ideal for Managers who are looking to develop their interpersonal skills to influence, persuade and have maximum impact on their team members.

Core learning objectives covered:

- What is personal impact and influence?
- Why is it important in the workplace?
- Motivated why? De-motivated-why?
- The importance of emotional intelligence
- Staying in control of your emotions
- Maintaining an objective / non-judgemental mindset
- Advanced communication skills
- Active listening
- Consultative style questioning techniques
- The power of language
- The art of effective conversation
- Building rapport quickly
- Giving and receiving feedback
- Knowing who you want to influence



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

Get in touch with one of our Learning & Development Managers – 01623 409 824 • info@futureproof-training.co.uk