

How To Influence People Training Course Description

Strategy

- What is the best strategy for long term influence on someone else?
- What is the importance of goals and how does this affect your influencing strategy?
- What does it mean to be diplomatic and how does it help you to influence others?

Influence Techniques

- How to gain commitment without using power, position or status?
- Use a variety of diplomatic techniques when talking to deliver your messages softer and more positively?
- How to influence others without resorting to force or authority as soon as you receive some resistance?
- How to use 9 powerful influence techniques suitable for a range of situations to positively influence others?

Influence Principles

- How to take advantage of empathy and listening skills to gain the trust of others and take steps to build a long term relationship?
- What are the 6 universal influence principles and how to use them?

Interacting with Others

- How to increase your *presence* and make it easier to influence people?
- How to give feedback and expect to get results?
- How to influence others positively or negatively using the three primary influence dimensions?
- How to boost others and motivate them?
- How to make people feel better if they are depressed or are down?
- How to say No to people on your level, below you or even above you?
- How to praise others to encourage them strongly in the direction of your choice?

Getting What You Want

- How to phrase a request?
- How to ask others for what you want?
- How to use emotions to get the attention of others and use this to deliver your message for maximum effect?

By the end of this course the delegates will be able to:

- **Sequence** your statement efficiently, so that you can get maximum effect for the objective you have in mind.
- Show your **understanding when communicating** with others and open up the conversation
- Use the 6 **universal principles of influence** and learn how to counteract them
- Deliver your potentially **negative message** while getting a good response
- **Encourage or discourage** anyone strongly in the direction of your choice
- Use a simple technique to **reinforce** the behavior of team members
- **Say No** decisively and politely
- **Phrase your sentences** efficiently when selling a product or an idea