

PRIORITY MANAGEMENT INFLUENTIAL COMMUNICATOR

LEADERSHIP



INTRODUCTION

In today's fast paced work environment it is essential that individuals demonstrate an exceptional capacity to get their information and ideas across quickly and received in the way that they intend. Never, more than today, is it critical to cut through communication static and have the heart of the message received and acted upon.

The difference between a good worker and a great worker in current work-places, comes down to their capacity to mobilise the people around them to action. And this is what great influencers do.

PROGRAM FORMAT OPTIONS

- 1-day Face to Face session
- 2 x 3.5-hour web-based virtual sessions

OUTCOMES

- Understands the core competencies of strategic influence
- Consciously and strategically demonstrates the compounded skills in these areas and chooses tools to enhance influencing outcomes
- Uses "pull" behavioural techniques to encourage others to action
- Manages the distractors which affect influential outcomes
- Chooses appropriate and proven psychological principles to get cognitive "buy-in" in influential situations
- Use sophisticated and influential communication activities to get information received in the way it was intended every time
- Manage conflict, reach agreements, modify behaviours and mobilise actions in a positive and relationship-focused way.