

Powerful Influencing & Persuading

**For the 21st
Century
Communicator**



"Trainer excellent and would certainly use Paul in the future"

The workshop is very practical and constantly links the learning back to the workplace. You'll be able to:

Determine your sphere of influence i.e. those people whose cooperation you need to achieve your business objectives

Appreciate the underlying motivations and drivers for the people in your Sphere of Influence

Apply knowledge of the Strength Deployment Inventory (SDI) to become a more refined and natural influencer.

Apply 6 major Influence Keys to business situations you find yourself in.

Build an instant rapport with almost everyone .

Defuse any potential conflict by discovering how we can predict the triggers of conflict in others and deal with these before they flare up.

"Just a quick note to express my gratitude for making last weeks course both enjoyable and informative. I got out of the course everything I wished and more."

Today's successful leaders rely more on their personal skills and competencies than simply their position when managing a team or department.

The ability to influence and persuade both colleagues and team is one of the most important skills we can have.

Today's in demand, valuable and skilled workforce will also not put up with the "I am the boss" approach.

In many situations, where information is so readily available to those who have the ability to get it, these workers know more than their boss. In the 21st Century, managers must display a wider array of influencing skills to motivate and get things done than their counterparts of a decade ago.

This workshop will introduce your people to some of the latest influencing skills now widely recognised in business. They'll recognise quickly their own styles and adapt effortlessly to those around them.

**Book your event now
and give your people a
communication advantage**

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