

Rhema Skills Development Courses

Course Title: Influencing Skills

Duration: One Day

Course Objectives:

As a result of this course you will be able to:

- Understand the importance of influencing effectively
- Identify your own preferred influencing styles
- Apply different influencing styles to different situations
- Use strategies to manage and influence the behaviours of others
- Sell your ideas more effectively
- Gain a greater understanding of conflict in the work-place and how to deal with people and situations you find difficult.

Course Content:

- What does it mean to be an effective influencer?
- Identifying the situations where you need to influence effectively
- Different influencing styles; what are your preferred styles?
- Relating influencing styles to handling different situations and people effectively
- The influencing process for use with each influencing style
- The use of influencing skills and behaviours
- Using influencing strategies to best effect with individuals and groups
- Building support for your ideas and plans
- Managing conflict effectively
- Conflict management styles and skills