

Influencing Skills

Who should attend?

Academics, professional services staff, managers, PIs, team leaders, generally grades 8, 9 and 10 who wish to enhance their skills of influencing others in the Organisation.

What will I learn?

By the end of this session you will:

- Have increased confidence in yourself to influence people at different levels in the organisation
- Be aware of their own influencing strengths and areas for development
- Be able to assess situations quickly and choose appropriate influencing styles for each situation
- Acknowledge how your own thinking either supports or blocks your ability to influence others and what you can do to manage this in yourself.
- Have enhanced your skills in giving and receiving non-judgemental feedback
- Have developed an influence strategy for a critical influence situation at work and implemented this on return to work

Further Information:

It is proposed to pilot the use of webinar for 2 one hour sessions between the two half-day sessions – full instructions will be given.

What are the dates for this workshop?

| | Session 1 | Webinar session 1 | Webinar session 2 | Session 2 |
|--------------|--|---|---|--|
| Date | 6 May 2010 | 14 May 2010 | 21 May 2010 | 27 May 2010 |
| Time | 9.00am – 1.00pm | 9.15am – 10.15am | 9.15am – 10.15am | 9.00am – 1.00pm |
| Venue | Cuillin Room, Charles Stewart House | At own desk or in Cheviot Room, Charles Stewart House | At own desk or in Cheviot Room, Charles Stewart House | Cuillin Room, Charles Stewart House |

