

Influencing without authority

'Influence is the single most important skill you can master in your lifetime'

– Tony Robbins; entrepreneur, speaker and author

Central to (almost) every job is how we work with and influence others. Influencing without authority is a key skill across operations teams to ensure decisions and tasks are actioned within project timeframes.

Participant's skills are fine-tuned to develop a greater ability to delve into what the stakeholder's key needs are, what information is needed when, and how to influence and convince using evidence.

Our program will improve the ability to present information clearly, confidently and persuasively, with participants learning how to tailor their conversations to engage, involve and influence internal and external audiences.

Key components

- The moments that matter to stakeholders
- The psychology of performance
- The 6X6 conversational framework
- Questioning to understand stakeholder needs
- Adding unexpected value and following up
- Action planning and communicating ideas through evidence

WHAT THE NUMBERS SAY

Retention rates are

34%

higher among organisations that offer employee development opportunities

58%

of employees (62% of Millennials and GenZ) say professional development contributes to their job satisfaction, a major factor in retention

Only

29%

of organisations have a clear learning and development plan for their employees

74%

of workers say that a lack of employee development opportunities is preventing them from reaching their full potential

Delivery options



- Self-paced/leader-led interactive resources
- Face-to-face workshops
- Spaced-and-paced virtual workshops

(Workshop duration flexible)

