

# Communication and Influencing Skills

A one day course, 9:30am to 4:30pm



## Related Courses

- Speaker Coaching & Presentation Skills
- Personal Gravity & Networking
- Time Management
- Your Reputation, Your Career
- Does my Career Look Big in This?

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## Introduction

As leaders we all need to influence others, whether they are members of our teams, colleagues, managers or people in the wider market. Influencing is a core part of our inter-personal skills. Being able to influence others is a core skill of being a leader or manager. How well do you know yourself and your people?

This module helps you to master the skills of influencing through an exploration of the 'influencing styles' model and through practice.

## Who Should Attend?

Any leader or manager, whose role involves achieving results through others. Those working in sales where the need to effectively influence others is a key requirement in achieving ongoing and increasing demands of the business

## Benefits

This workshop will help participants:

- Get your message across more effectively;
- Give yourself a better than 1 in 4 chance of achieving success when influencing;
- To be seen as an all round leader, rather than just a "one trick pony";
- To be able to choose an appropriate style of influencing and not lose your audience.

## Course Content

Participants will examine the following:

- Explore four influencing styles and know when to use each one;
- Identify your strongest style and those you need to develop;
- Work on your least developed styles in a situation that is relevant to you so you are more effective at influencing;
- Understand the impact of using an inappropriate style and understand the impact of tone and body language.

## Supportive tools

- Clips showing influencing in action;
- Short clips showing impact of inappropriate words/music/dance.