



SIGNATURE COURSE

Influencing Others



Are you or your team struggling with:

- building buy-in from stakeholders?
- convincing others to adopt new ideas?
- gaining the support of colleagues across teams?
- getting people to adopt new behaviors?
- overcoming resistance to change?
- getting people to do what you need them to do?

Influencing Others equips you with the essential tools and techniques to influence both individuals and groups. Whether you are managing a team, leading a project, or collaborating across departments, this course will help you build rapport, communicate effectively, leverage a host of influence strategies, and drive action.

In this dynamic workshop, you will develop influence strategies just as you learned other vital skills—**by practicing and applying them**. Through real-world scenarios and experiential exercises, you will gain practical experience in influencing others at every level. This hands-on course will build your confidence and ability to drive results one interaction at a time.

Who should attend?

Leaders and managers at any level



Project and product managers



Cross-functional team leaders



HR, Training, and OD professionals



Anyone who needs to influence others to achieve their goals

In INFLUENCING OTHERS you will learn to:

- Apply 34 influence strategies for individuals and groups
- Build credibility and trust
- Understand how to address others' barriers to action
- Maximize support for your ideas, projects, and initiatives
- Influence with or without formal authority

What's included:

- Half- or full-day, in-person or virtual, instructor-led workshop
- Participant guide with frameworks and tools
- Personalized feedback
- Post-workshop coaching to apply and refine new skills



Influencing Others

AGENDA

Introduction

The Influence Challenge

Pushing and Pulling

34 Influence Tactics

Lunch

Personal Case Studies & Tactics

Practicing Influence in Conversation

Lessons Learned

What does
the data
say?

Managers who were
trained in influence and
coaching skills demonstrated a
**135% improvement in
team performance**
Urbancova et. al. (2021).

Training that enhances
influencing skills can lead to a
**25% improvement in
employee performance
and engagement**
(Moen & Skaalvik, 2009).