

Persuading And Influencing People

Course Description

Learn how to win people over - 2 Day Persuading and Influencing People course

This Persuading and Influencing People course will help you learn how to bring people around to your way of thinking, reducing resistance to new ideas and eliminating conflict. The course will give you a skills set and the confidence to win people over.

Course Objectives

Delegates will learn how to use appropriate communication styles to build rapport more easily and they will practice persuasion techniques for dealing with difficult people and situations.

- Develop powerful and compelling techniques to win people over
- The skills to be more persuasive and exert more influence
- Increased confidence to make you more effective in handling different people and situations
- An understanding of different communication styles, and how to adapt your own when necessary
- More success in negotiations
- Insights into emotional intelligence
- Strategies to state your case convincingly
- Improved questioning and listening skills

Methodology

Delivered in an active and engaging way to help delegates create real change. We use a robustly-designed and independently-accredited competency framework to ensure each course is delivered in a way suitable to a variety of learning styles. Persuading & Influencing uses a mix of theory, roleplay, practice presentations and exercises to give delegates all the practical skills they need to manage more effectively.

SIEGER TRAINING CONSULTANTS (P) LIMITED

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Course Content

1. Understand persuasion

- The characteristics of a successful persuader
- The secrets of self-belief and courage
- Moving from a push to pull style of persuasion

2. Preparing to persuade

- Learn to build trust through seeing other people's perspectives
- The importance of non-verbal communication

3. Explore what others want

- Effective questioning techniques
- Realise the values and motivations of others
- Hone your listening skills and overcome barriers to active listening

4. Communication Style

- Choose from a range of communication styles dependant on the situation
- Learn to respond to rather than react

5. Overcome resistance

- Select one of the six levels of assertiveness, without compromising the values of others
- Use emotional intelligence to your advantage
- Negotiate for a genuine win-win situation

6. State your case persuasively

- Adopt strategies that work for you, and state your case assertively and convincingly, in both groups and one-on-one situations.

Course Duration

Two Day Highly Interactive Course

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Target Audience

This Persuading and Influencing People course is for anyone who needs to build a relationship within their organisation in order to get colleagues on side and for those in a sales or account management role who are dealing with potentially difficult customers or situations.

Other Details:

- Payment to be made within 15 days from the date of the invoice.
- All payments must be made by cheque/online transfer etc., drawn in favour of Sieger Training Consultants Pvt. Ltd. Sieger will charge on INR basis only.
- Overseas clients will have to take care of all the training materials directly as briefed by Sieger Training. However, Sieger can procure some (which can be transited) not all, on behalf of the client but any additional charges for custom clearance has to be taken care by client only.
- Facilitators Travel & Food have to be taken care by the client
- Clients will have to arrange LCD, Speakers, Mike on their own.
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