

Live Webinar - Influencing Skills

Course: 3 hours

This course is valuable for anyone who wants to understand and enhance their influencing skills; and understanding the strengths and weaknesses of their preferred style. It will help anyone who relies on influence rather than authority to achieve their goals.

This live 3-hour live webinar will be highly interactive with delegate participation and engagement throughout. The webinar is delivered by a Certified Online Learning Facilitator.

Course Objectives

At the end of this session delegates will be able to:

- Identify a range of different influencing styles
- Recognise the appropriate influencing style to use in different situations
- Outline and use the interpersonal skills required to influence others

Course Content

- Understanding Influencing
- Identifying the range of influencing styles
- What is my preferred influencing style
- My Influencing in practice
- When to use each influencing style
- How to use each influencing style
- Developing your influencing skills