

YOUR PEOPLE MATTER

PRESENTATION

INTRODUCTION

The difference between a good worker and a great worker in current work-places, comes down to their capacity to mobilise the people around them to action. And this is what great influencers do.

PRESENTATION FORMAT OPTIONS

- 1-hour Face to Face presentation
- 1-hour web-based presentation

KEY TAKEAWAYS

The session explores the fundamentals for effective influence across all aspects of work and personal life. This presentation introduces you to:

- Manage the distractors which affect influential outcomes
- Use “pull” behavioural techniques to encourage others to action
- Manage conflict, reach agreements, modify behaviours and mobilise actions in a positive and relationship-focused way
- Use sophisticated and influential communication activities to get information received in the way it was intended every time