

## ***Communicating with Influence***

### **Overview:**

Being a good communicator is essential to success in business today. The real challenge is, however, to master the art of influencing as a communicator, whereby you are truly heard and your audience's position or view is shifted because of what you have to say.

In this program, the elements of influential communication are explored in detail providing you with a clear understanding of how you can maximise your communication opportunity. Practical exercises reinforce learning.

### **Duration: 2 Days**

### **Target Audience:**

- Relevant for all staff members

### **Topics:**

- *Foundational principles for influential communication*
- *The five principles and practices for achieving connection with others*
- *Flexing your communication style for maximum influence*
- *Using language to best effect – verbal and body*
- *Being influential in different forms of communication*
- *Staying authentic*

### **Additional Information:**

This program includes the opportunity to measure your influence with either of the following psychometric instruments:

- Self-scored Personal Influence Indicator
- 360 Degree Personal Influence Indicator