

INFLUENCING SKILLS

HOW TO GAIN SUPPORT AND INSPIRE
OTHERS TO PERFORM BETTER

TACKV

In every aspect of work there is a requirement to influence people in one way, shape or form. It may be you need to gain support, inspire others to perform better, persuade other people to do something different, engage someone's creativity and their ideas as well as building relationships.

Whatever the need, being an excellent influencer makes your job easier. People like being around someone who influences them positively.

There's a kind of exciting thrill, a sense of impending difference, things seem to happen when they're about. Influencing is about knowing more about yourself and the effect or impact you have on others.

Though it can, sometimes, be one way, the nature of real influence is two way, and it is about changing how others perceive you.



2 Day Interactive Course

For any employee who needs to positively influence others to achieve a reached agreement, commitment or the co-operation of others

For more information, visit
www.tacktmimalaysia.com or call us on
+603 - 62034410

THIS COURSE WILL ENABLE YOU TO:

- Recognise and evaluate the primary influencing style used most in communications with others
- Identify the impact that this style can have on others
- Develop strategies for dealing with those who influence using another style
- Utilise a six-step process for selling ideas including four ways of making impact by gaining the subjects attention
- Learn, prepare and use the method for and importance of, creating stakeholder ownership of change
- ... and many more!



WE BELIEVE IN THE INDIVIDUAL

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