



## Influencing & Persuading in Action

Being able to influence others or persuade them of your point of view is how you turn ideas into action. It's what enables you to deliver results. Your ability to understand who your stakeholders are and how to get their buy-in is essential when getting them on-side. Your challenge is to understand what this means and how to do this, so that you can build your reputation as someone who gets things done.

Attend this workshop to get practical insights into how to get from 'no' or 'maybe' to 'yes'.

### How do I know I should attend this workshop?

1. Have you ever had a good idea rejected at work?
2. Would you like to understand a practical process which will help get others to support you?
3. Could you benefit from understanding how to flex your influencing style?
4. Would you like to work with an actor to practice your influencing and persuading skills?
5. Has trust ever been undermined in an influencing or persuading situation?

If you answer yes to most of these five questions, then this workshop is for you.

### What will I do?

You will cover:

- Identifying your outcomes and goals
- Thinking through someone else's position on your interests
- Analyzing how trust and perception of control affects your relationship and outcomes
- Working out how ready someone is to be influenced or persuaded
- Assessing your preferred influencing style
- Rehearsing your personal situation

### What are the outcomes?

By the end of this workshop you will have:

- Understood the parameters that affect results when influencing and persuading others
- Worked through a mini-case study to gain insight and practice
- Recognized your preferred influencing styles
- Worked on how to flex those styles
- Practiced skills, given and received feedback



## How do I prepare?

Please think through a specific influencing or persuading scenario which has happened in the past and that you would like to have handled better. Or think of an upcoming situation in the future on which a lot depends. You should arrive ready to share your experience with the group, and to give and receive peer feedback.

## Who is iOpener?

We develop people and organizational performance through the power of happiness at work.