



## Influencing with Impact

Having personal impact when you are in influencing situations means others hear, accept and act on your suggestions. Your impact makes the difference between being credible at every level and getting heard. Or not. So your challenge is to understand how you come over, the effect you have on others and to flex this according to need while remaining truly authentic.

Attend this workshop to get practical insights into the impact you make and the opportunity to learn tools to maximize your ability to influence others.

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

1. Would you like to know more about how to influence others?
2. Are you unsure of what others think of you in important and high-stakes situations?
3. Would you like to know what impression your peers have of you?
4. Do you want to learn how to flex or improve the way you get others to see your point of view?
5. Could you benefit from growing your confidence when you influence others – so that you have more impact?

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

### What will I do?

In a group coaching process tailored for you and your group's specific needs and expectations on the day, you will:

- Understand the first impressions you make
- Identify your outcomes and goals
- Work on how your body, voice and mind affect your impact
- Work out how ready someone is to be influenced or persuade
- Assess your preferred influencing style

### What are the outcomes?

By the end of this workshop you will have:

- Understood the parameters that affect influence
- Recognized your preferred influence strategies
- Learned how to flex those strategies
- Managed and handled objections
- Practiced your skills, give and receive feedback



## How do I prepare?

Please think about the situations in which you would like to maximize your impact and be ready to share this with your group. You will also be asked to give and receive evidence-based peer feedback, so please come ready for this.

## Who is iOpener?

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