

# Make an Impact

## How to Expand your Influence to Optimize Your Profession & Life



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## **TARGET AUDIENCE**

All Members of an  
Organization.

No matter what level or organization people are part of, influencing others is critical to their impact, reputation and success. Effective leadership is not possible without the knowledge on how to utilize existing personal and professional networks in order to secure the success of any professional endeavour. It is essential for any professional to be aware of the existing power dynamics and utilize this information to propel the organization forward, overcome difficulties and encourage growth.

This interactive two-day learning program will help your leaders expand and refine their spheres of influence and add new tools to encourage assertiveness and diplomacy in order to exceed expectations.

**The goal of this learning program is to equip leaders with a range of new techniques that will help them to:**

- Become more aware of personal behaviour, influencing styles, body language and the impact it has on others
- Acknowledge the power of assertiveness, diplomacy and negotiation skills in order to make a long-lasting impact
- Become more aware of other people's influencing styles and the pros and cons of each
- Master effective persuasive techniques to motivate and influence others at your organization
- Design a compelling pitch that influences buy-in
- Present ideas with impact and impetus
- Adopt communication strategies that project confidence and promote cooperation
- Appeal to an audience by analyzing and responding to their needs
- Inspire and spread change throughout the organization to reach common goals
- Use narratives and stories to communicate a message
- Be fluent in multiple techniques for influencing others and achieving results
- Develop the ability to gather key stakeholders and garner support that contributes to sustainable outcome and organizational growth

## **DELIVERY STYLE**

**This is Learning program on Expanding your Influence. Participants will learn through a variety of methods including:**

- Group discussions - 15%
- Role plays and simulating real life situations – 30%
- One-on-one coaching – 10%
- Written exercises in which you will apply key concepts – 10%
- Question and answer sessions – 10%
- Examples and case studies – 15%.
- Theory and its practical application – 10%