PROFESSIONAL DEVELOPMENT TRAINING

Influence and Persuasion at Work Training

016 299 1479

REQUEST QUOTE

0.5 DAY COURSE

Successful influence and persuasion skills achieve positive results. These skills are not only applied in marketing and sales scenarios, but in all aspects of your life at work and home.

Having the ability to influence and persuade others are important skills to possess especially in the workplace. The PD Training Influence and Persuasion at Work training course teaches you how to communicate effectively, the basics of neuro-linguistics, how to present using the 5 S's and much more.

In order to influence the thoughts and behaviors of others, and persuade them to your way of thinking, you should know how to communicate self-confidently and with specific purpose.

This highly valuable and dynamic training course is now available throughout Kuala Lumpur and Malaysia.

This Influence and Persuasion at Work training course can be delivered at your premises by one of our expert local or international trainers or live online using our HIVE technology.

Click on the In-house tab below to generate an instant quote.

What You'll Gain:

During this Influence and Persuasion at Work Training Course, participants develop understanding and skills in making decisions by applying storytelling techniques, planning, using effective persuasion techniques, creating a persuasive presentation, understanding the nuances of persuasion, and more.

Outcomes

This short and comprehensive course is the fastest way to develop deep understanding and skills in influence and persuasion.

After completing this course, participants will have learned to:

- Make decisions about using persuasion versus manipulation
- Apply the concepts of pushing and pulling when influencing others
- Understand persuasion
- Prepare to persuade
- Describe different techniques for getting persuasive conversations and presentations underway
- Make a persuasive presentation by using the 5 S's
- Apply storytelling techniques to extend influence
- Leverage concepts of neuro linguistic programming in everyday influence and persuasion
- Get off on the right foot
- Use various presentation strategies
- Use neuro linguistic programming (NLP) techniques

Modules

Lesson 1: Getting Started

- Workshop Objectives
- Action Plan

Lesson 2: Understanding Persuasion

- How Persuasion Works
- Pre-Assignment Review

Lesson 3: Preparing to Persuade

- Pushing and Pulling
- Communicating with Confidence
- Frame of Reference

Lesson 4: Getting Off on the Right Foot

- Building Rapport
- Matching and Mirroring
- Pacing
- Leading

Lesson 5: Presentation Strategies

- Five Points for Any Presentation
- Preparing with the Five S Pattern

Lesson 6: Using Stories to Persuade

- The Importance of Story
- Storytelling Time
- Debrief

Lesson 7: Using Neuro Linguistic Programming

- Defining Neuro Linguistic Programming
- A Brief History
- Understanding Common NLP Terms
- Embedding Positive or Negative Commands
- Influencing Outcomes

Talk to our expert team

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