



## Maximising your Personal Influence

To achieve success in almost any role, it is increasingly important to achieve results through and with others. When individuals need to work collaboratively it is essential for them to be aware of their natural impact and be able to adapt their style to achieve the results that are needed.

This course will help delegates to understand influence in terms of a model of positive behaviour and assess which behaviours they currently use, don't use or could use more effectively. It will also highlight how their behaviour impacts others and explore the options and choices they have when choosing to influence.

**Duration:**

2 days

**Group Size:**

8 – 12 people

### As a result of this workshop individuals will:

- Understand the impact of their natural influencing style
- Recognise the effectiveness of push/pull techniques
- Become more confident in their interactions with others
- Be able to utilise a range of appropriate influencing styles and behaviours
- Appreciate the power of a range of influential language patterns
- Develop a range of practical influencing strategies

### This highly practical and interactive workshop includes:

- The Push/Pull model
- The 5 Olympic Performance Traits to building personal confidence
- Assertion/Aggression/Passivity
- Influencing styles and behaviours
- The language patterns of influence
- Influencing 360° feedback and analysis

***What makes BackleyBlack workshops different is our ability to embed the principles of Olympic excellence within highly engaging, business focused development.***

***This unique design coupled with an interactive and pragmatic approach means that you can expect a far higher level of motivation and skill transfer, and in turn gain a greater level of performance in the workplace.***



**BackleyBlack**

Olympic performance in the workplace

## Maximising your Personal Influence

Discover how we can bring  
'Olympic Performance'  
into your workplace.

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