

## Communicating & Influencing Learning Workshop

If members of your team need a confidence boost when it comes to communicating with customers and internal team members, then look no further! Our 'Communicating & Influencing Training' workshop will leave your team feeling confident to present their ideas in-front of others and to lead conversations which influence decisions

**This 1-day workshop can be delivered in a venue of your choice for up to 12 delegates.**

### Who should attend?

- People in your team who would be responsible for gaining engagement and support from key stakeholders, suppliers and partners. These people typically influence key decisions and play a vital role in leading discussions for the business.
- Managers who want to increase their personal presence and raise their profile.
- Individuals who want to increase their own confidence to assertively manage win/win conversations.
- Those who want to increase their self-awareness of their natural communication style and learn how to adapt this to become more effective communicators.



### What are the benefits?



- People in your team who would be responsible for gaining engagement and support from key stakeholders, suppliers and partners. These people typically influence key decisions and play a vital role in leading discussions for the business.
- Managers who want to increase their personal presence and raise their profile.
- Individuals who want to increase their own confidence to assertively manage win/win conversations.
- Those who want to increase their self-awareness of their natural communication style and learn how to adapt this to build effective relationships.

Bringing Learning to the Heart of Your Business



01162 374 558



hello@outlookpartnerships.co.uk



www.outlookpartnerships.co.uk

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### What will the learning experience include?

- An understanding of what makes effective conversations and the evidence of success.
- Identification of the different areas of influence and how individuals can raise our own profile and influence decisions.
- We will examine the different communication channels, set primary and secondary objectives to create win/win relationships.
- Learn how our natural communication style helps or hinders and through the use of powerful questions with whole body listening skills we can enhance two-way communication.
- We will develop a coaching structure for effective communication, which can be used in both informal and formal communication.



We recognise that the most important asset to any business is the people in it and that's why all our learning workshops can be developed to meet your individual employee's needs.

