



Can you remember who you were before the world told you who you should be?

In order to have an impact on those around us we need to be noticed – and noticed for the right reasons. Influence is achieved because those that we influence believe we are credible, have integrity, are passionate... and so on. And when we are seen in these ways, we begin to have power. It's the power of Influence.

Those that have it are those who will change the world.

**The program includes:**

- Understanding Personal Power
- Your Influencing style Audit
- The nine spheres of influence
- Building Trust & Credibility - one conversation at a time
- Develop a personal Brand
- Building the right circle of contacts
- Influencing against opposition
- Picking the right battles

**Objectives:**

On completion of this programme, participants will be able to:

- ▶ Create their personal brand
- ▶ Develop and harness personal credibility
- ▶ Build influential relationships
- ▶ Present an appropriate image for the role they hold
- ▶ Select the battles they fight wisely
- ▶ Understand the forms of power that other people hold
- ▶ Recognise preferred communication styles in others
- ▶ Adapt their influencing strategy based on the people and situation



**Duration: 1 Day**

