

Prospa[®]

The Influential People program

Date 26th and 27th June 2019
Duration Two days
Participants Max 16
Facilitators Chris Lee
Location De Vere Cranage Estate, Cheshire
Price £1150 *Not for profit organisations £895.*

Available in-house:

Please contact us if you would like to run this program in house. We can bespoke the content and approach to suit your specific needs.

Overview:

Specially designed and developed for those who need to influence others especially when you don't have the necessary authority.

If you find yourself trying to influence someone who doesn't give you the time you need, has different priorities or is resisting your proposal then read on...

If you want to increase your influence, persuade more effectively and achieve more then this is the programme for you. The program is specifically designed to enable you to enhance your relationships with your key stakeholders and improve the contribution you make to your organisation.

It is a practical and intensive two days and you will leave with a clear action plan that will enable you to make the changes you want, apply your learning and generate tangible sustainable results.

Who this is for:

Anyone who needs to improve their influence and their ability to get things done through others!

As organisations have become more dynamic and complex many of us find ourselves working in or leading multiple teams, influencing upwards, working on cross functional projects, interacting with diverse stakeholders and reporting to more than one boss.

Whilst the programme is open to everyone, we know that there are also some specific functions and roles where the need to be able to influence effectively is particularly significant:

Human Resources – Managers, Business Partners, Advisors...

IT/IS – Business Analyst, Technical Consultant, Systems Analyst.....

Quality – Managers, Controllers, Consultants...

Finance – Managers, Business Partners...

Project teams – Cross functional, virtual and project team members and leaders



For more information or to reserve a place please contact either

Chris +44 (0)7526509961 chris@prospa.uk or
Debi +44 (0)7518807574 debi@prospa.uk

For more general details about who we are and what we do please have a look at our website: www.prospa.uk

The Influential People program

Date 7th and 8th November 2018

Purpose and objectives:

The overall purpose of the event is to enable attendees to become more influential. To improve each individual's capability and confidence in influencing other people, especially when they lack formal authority. To become a close, respected and trusted colleague.

The objectives are to:

- Develop a deeper appreciation of the significance and value of influence
- Understand the sources of influence and how to be more influential
- Develop self awareness and Identify and address obstacles to influencing effectively
- Develop a Key Relationship Plan (KRP) with prioritised and targeted actions
- Apply the learning to current work and receive feedback and coaching from peers and facilitators.
- Build an implementation plan to transfer the learning into the workplace over the coming 6 months.

Content:

The program will cover:

- Influencing styles and strategies
- Building effective relationships founded on trust, respect and value
- Persuasion approaches and strategies
- Foundations for success – based on your Results, Reputation and Reach
- Six sources of Power
- Reciprocity... the give and take
- Effective Communication – developing a deep and comprehensive understanding of others
- Introduction to Transactional Analysis
- Key Relationship Plan and building your network



Our next event

The Learning People program

How to design and facilitate great learning workshops.

Date	13 th - 14 th November 2019
Duration	Two days
Participants	Max 16
Facilitators	Chris Lee
Location	North West (tbc)
Price	£1150

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