



TRAINING SESSIONS

PURSUIT
PEOPLE SOLUTIONS

LUNCH & LEARN

Influencing Others

COURSE OBJECTIVE

For participants to develop a working knowledge of the 3 essentials of effective communication (questioning, listening and paraphrasing). The session also provides a range of influencing strategies from the experts.

COURSE CONTENT

- Effective Communication and shifting our perspective.
- Questioning – Listening – Paraphrasing – Skill development.
- Influencing strategies for getting people to take action.
- Consolidation exercises.

WHO SHOULD ATTEND? Anyone who would like:

- More strategies for getting people to take on board their requests and/ or recommendations.
- To feel less frustrated and more knowledgeable on how to influence other people's decisions.
- To be more in control of their environment and influence outcomes.

COURSE RATIONALE

This session is designed to empower participants by improving communication skills at a practical grass root level.

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