



## Improving Personal Impact & Influence

delivered by:



This workshop will develop the attendee's inherent ability to make an impact, but with a greater breadth of colleagues and friends. It will cover the importance of understanding others and their personalities, to then adapt behaviours to connect more effectively with others. The workshop will emphasise the need to consider both verbal and non-verbal communication when getting your points across. An Insights profile will form part of the workshop and provide an opportunity to discuss your influencing style.

### **The workshop will cover:**

- Individual personality and what motivates others and us.
- Adapting our approach to connect effectively with others.
- Developing rapport through adopting appropriate verbal and non-verbal behaviours to gain agreement.
- How we can anticipate reactions to our approach and how we might counter them.

### **Follow Up Coaching:**

The 1-day workshop will be followed by 2-hour individual coaching session, building on the action plan prepared by each attendee.

### **Course Details: Day 1 (9.30 – 5.00)**

- A model of personality and our preferred style of influencing.
- Different styles of communication.
- Adapting our style of communication to connect with others.
- The importance of non-verbal communication.
- Practical exercises for skills development.

### **Follow Up Details: 2 hour coaching session**

- Review of personal action plan.
- Personal impact & influence issues, problem solving.

**Maximum number of delegates: 12**

**Cost:      Members - 2.5 units, £375 +VAT**  
**Non-members - £562.50 +VAT**

To register please email our Training Co-ordinator on [registrations@thelearningcollaboration.com](mailto:registrations@thelearningcollaboration.com)