

## AGENDA · RUNNING ORDER

# Influencing with Impact

C-me Influencing with Impact Workshop Agenda – eleven sessions across the Jungian foundations, profile review, communication styles, influencing scenarios and reflection.

**2h 30m**

TOTAL TIME

**11**

EXERCISES

**1**

BREAK

<b>5 min</b>	Intro and aims
<b>5 min</b>	Reminder of Jungian axes
<b>10 min</b>	Colour approach to influencing – exercise 1
<b>10 min</b>	Review of profile – exercise 2
<b>10 min</b>	Effective and ineffective comms – exercises 3 and 4
<b>20 min</b>	Influencing scenarios – exercises 5 and 6
<b>10 min</b>	<i>Break</i>
<b>15 min</b>	Verbal and non-verbal comms styles – exercise 7
<b>10 min</b>	Your team – exercise 8
<b>10 min</b>	Influencing drivers and blockers – exercises 9 and 10
<b>10 min</b>	Planning a presentation – exercise 11
<b>15 min</b>	Final reflection