

WORKSHOP OVERVIEW

Influencing with Impact Overview

Success depends not just on having great ideas, but on the ability to gain buy-in, build alignment, and create mutually beneficial outcomes.

Who is this workshop for?

In today's fast-paced, cross-functional business environment, success depends not just on having great ideas, but on the ability to gain buy-in, build alignment, and create mutually beneficial outcomes.

This interactive workshop is designed for teams who need to influence and negotiate effectively – whether that's gaining support for a new project, gaining approval for strategic initiatives, driving product adoption or delivering exceptional, personalised customer service.

What are the **benefits** of this workshop?

Taking part in this workshop, your team will:

- 01** Identify individual styles, uncover untapped strengths and pinpoint practical development areas to elevate performance
- 02** Flex influencing techniques for different audiences to increase buy-in and reduce resistance
- 03** Communicate with clarity and credibility, building trust and stronger stakeholder alignment through a deeper understanding of motivations and priorities
- 04** Recognise what truly drives decision-making, anticipate objections before they arise, and position ideas in ways that resonate
- 05** Understand how written and verbal tone, structure, and delivery shape perception, credibility, and outcomes
- 06** Apply practical tools to real negotiations and current client scenarios for immediate impact

03 Additional **workshops** available...

Communication and conflict

Stress and resilience

Team cohesion

Leadership development

Change management

Foundation Workshop