

THURS 9th MAY 2019

@ Oakwell Centre, Dewsbury HOSPITAL



Personal Power & Influence

This workshop aims to identify and coach individuals through the changes they can personally make in their behaviors, attitudes and working approaches to enhance the positive impact they have on others.

This workshop is designed for those who want to get on, become more influential and impactful in their workplace.

By the end of the one day workshop, delegates will be able to:

- Practice a range of skills needed to influence others without authority
- Develop increased confidence and ability to deal with challenging situations and relationships
- Demonstrate greater ability to gain buy-in from others and create the impact you want through increased personal presence

Outline Programme:

- The differences between power and influence
- The types of power and when it is appropriate to use them
- Practical: influential behavior and influencing in practice
- Approaches to building rapport
- What is confidence? Why do we need to project it at work?
- Organizing yourself to support your goals and give the impression of personal control
- Handling those colleagues that you may find difficult to communicate with
- Personal presence and impact in meetings



6 guided learning hours
6 CPD Points

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