

Communicating and Influencing Skills

DESCRIPTION

This 2-day fun, interactive and highly reflective workshop uses useful exercises, tools, techniques and presentations to show you how to **really** communicate, influence, and present in public. It is designed to equip participants with the key knowledge and skills needed to communicate, present and influence effectively across the organization.

OUTLINE

This workshop focuses on:

- Your **communication style**
- How do you **communicate** effectively?
- The **Johari Window**
- **NLP** and communication
- How to **influence** effectively
- **Questioning** techniques
- How do you **listen** actively?
- **Assertiveness** and communicating in **difficult situations**
- Handling **resistance**
- **Presenting** in public

BENEFITS

This workshop uses the principle of “little theory, much practice” allowing you to take back **real** skills, tools, and techniques that you can apply immediately in your work environment.

It is a workshop tailored to all staff who need to improve their communication and influencing skills, and who need to present in public.

In order to build a bridge between theory and real life, each participant will be asked to choose 3 objectives that they will accomplish based on what they have learned in this workshop. 3 months after the workshop, we will then organise a group conference call to discuss if the objectives were achieved, and if not, why not and what we can do to help.