

# Influencing Skills

## Aim

The purpose of this influencing skills workshop is to help participants focus on understanding, developing, and adapting influencing styles to best suit different situations.

This workshop focuses on looking at participants behaviours and influencing style, how to adapt this to different situations and how they can approach situations where people have different styles and different levels of commitment.

The skills and models discussed in this influencing skills workshop will help your participants with managing workload and performance, developing those around them, influencing people other than their own team and influencing people more senior to them.

## Learning Outcomes

At the end of the workshop participants will be able to:

- State the fundamental principles of influencing other people individually or in groups
- Describe the role of power with regards to influencing
- Identify their preferred influencing style and the impact this has on others
- Identify Barriers and Enablers to influencing
- Describe and demonstrate their influencing skills via group exercises

## Who Should Attend the Workshop:

All staff, line managers and supervisors.

## Workshop Format

The format will be informal and participative – everyone has an important contribution to make to the discussions.

A typical workshop will cover:

- ❖ Management theory and research input from the trainer
- ❖ Learning from our shared experiences
- ❖ Small group work to discuss and share ideas

Zoom joining instructions will be sent as part of the meeting invitations unless the organisation prefers to use its own video conferencing facility. Copies of the slides will be sent out after each workshop.



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<b>Time</b>	2.5 hours
<b>Venue</b>	Zoom or Teams **all participants need access to a laptop or PC
<b>Availability</b>	Up to 12 participants  Maximum number of participants on each workshop is 12 people to enable everyone to fully take part; have their questions answered and to gain the maximum learning from the interactive workshops.
<b>Fees</b>	£995.00 plus vat (£83.00 plus vat per participant)

### More Information:

For an informal chat about the workshop, please contact:

**Tracy Madgwick:**

[Tracy.madgwick@actionplanning.co.uk](mailto:Tracy.madgwick@actionplanning.co.uk)  
07899 665506

### About the Trainer:

Tracy Madgwick has delivered management development, supervisory, team facilitation, interpersonal skills and HR training for line managers for a wide variety of organisations in the private, public and not for profit sector. She also advises organisations on how to manage challenging staffing situations as well as providing mentoring and coaching for other HR professionals.

For the last 10 years she has run her own HR Consultancy company and works with a small team of Associates.

Tracy is a fully qualified member of the CIPD (Chartered Institute of Personnel and Development) and licensed to deliver MBTI (Myers Briggs Type Indicator), C-me and DiSC.

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