

Building Relations & Asserting Influence

The ability to influence others within and beyond our organisation will largely determine how successful we will be in delivering our goals. With limited time to build the necessary relationships, it is all the more important to use our influence wisely.

This programme will give participants an understanding of different communication styles and the impact of behavioural economics upon decision-making. It will strengthen participants' personal influencing skills and enable them to make better choices about when and with whom to use them.

Aim

To provide participants with a clear understanding of:

1. Different communication styles and what happens when communication preferences in a relationship are mis-matched.
2. Increasing your influence by using a broader range of communication approaches.
3. What can psychology and economics tell us about how people make choices and decisions, and how can participants use that awareness for positive influence.
4. How to build effective relationships by establishing rapport, listening to understand, and asking the right questions.
5. How to maximise your influence by establishing clear goals and choosing the right people to influence.

Methodology

The training approach to be used, which governs the design and delivery of the training is based on the following principles:

- To actively involve the participants throughout the training
- To enable participants to share their thoughts and enquiries
- The training is designed based on the needs and expectations of the participants that are reflected in the pre-training questionnaire

Workshop methods and tools

In order to achieve the objectives of the training, the following tools and methods will be utilised:

- **Discussions:** throughout the training, participants will be encouraged to contribute to discussions and share their experiences and thoughts with the rest of the group. The discussions will be facilitated and coordinated by the facilitator in order to maintain the focus in the key areas of interest
- **Group work:** group work will be used in order to facilitate practical understanding of the issues and in order to enhance team working, team building and cooperation amongst participants

Sample programme

Agenda

Start 10:00

- **Social Dreaming Matrix: How The Group Unconscious and Group Dynamics Shape Us**
- **Tower Building Exercise: Reflections on How Groups Work and Your Role in Them**
- **Hidden Aspects of the Personality: Using Modelling Clay to Access Powerful Dimensions**
- **Imagining the Ideal Workplace: Mindfulness Exercise**
- **Real World Clinic: Finding your Preferred Style and Using New Styles On Current Difficulties**

End 16:00