

The Art of Influencing

Mastering the ability to influence people to action



INFLUENCING SKILLS

The ability to bring others around to your way of thinking, without force or coercion, is crucial in business, especially among leaders, decision-makers and change managers.

In the current global workplace, such a skill has become more important than ever. With people working seamlessly across borders, hierarchies, teams, and divisions, the level of authority one has over another is constantly reducing.

Designed in three different formats, to suit varying needs, this session helps participants explore, understand, and practice the skills needed to influence others towards action, while maintaining amicable working relationships.

What participants will learn

- Understand the Ladder of Inference** to relate to different perspectives in a conversation
- Explore the Three Golden Skills** of influencing
- Discover best practices**, aided by our 'bad do, good do' video analysis
- Practise** through virtual role-plays /case studies

CHOOSE THE FORMAT THAT FITS YOUR NEED

FORMAT A

2 LIVE SESSIONS
(with a gap of 7-14 days between the 2 sessions)

<p>Pre-session assignment</p>	<p>SESSION 1 (2 HOURS)</p> <p>Understanding and applying concepts to self</p>	<p>SESSION 2 (2.5 HOURS)</p> <p>Intense practice with forum theatre style role-plays</p>	<p>Post-session assignment</p> <p>Optional</p>
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This session is a must for
All professionals whose role requires them to influence individuals/teams to action

FORMAT B

3-HOUR LIVE SESSION

<p>Pre-session assignment</p> <p>Mandatory assignments taking the theory out of the classroom. Read articles, analyze videos and come into the session for pure practice</p>	<p>LIVE Session</p> <p>Reiteration of assignment and learnings, followed by a focused session on practice using either forum theatre or case study style discussions</p>	<p>Post-session assignment</p> <p>Optional</p>
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This session is a must for
All professionals whose role requires them to influence individuals/teams to action

FORMAT C

2.5-HOUR LIVE SESSION

<p>Pre-session assignment</p>	<p>LIVE Session</p> <p>Solely focused on practising influencing skills, with forum theatre style role-plays</p>	<p>Post-session assignment</p> <p>Optional</p>
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This session is a must for
Anyone who has attended a face-to-face session on influencing skills with C2C-OD before, and wants more practice

JOB-AIDS: Soft-copy of a handout with key concepts and usable templates to plan your influencing conversations.

MAX. 10 PARTICIPANTS

- LIVE features & requirements**
- A smooth-functioning virtual learning platform
C2C-OD team is well-versed with platforms such as Zoom, WebEx, GoToMeeting, and Adobe Connect. Use of a custom/in-built learning platform will require us to spend some time familiarizing ourselves with the platform. A separate fee may be charged for this additional effort.
 - A stable internet connection
 - Chat function
 - Whiteboards
 - Polling
 - Virtual break-out rooms
 - Video enabled

- LIVE dos and don'ts for participants**
- Please do a test run to ensure your system (audio/visual) is working, in advance.
 - Please join the session from a place where you can focus, to avoid distractions and background noise.
 - Please ensure the place/room is well-lit, when your camera is on. Well-lit faces are more engaging.
 - Please mute your microphone, if you are not speaking, to cut down on background noise when others are speaking.
 - Please do not multi-task or run your email system in the background.

Ready to go **LIVE**? Reach out to us at info@c2cod.com