

# Communicating To Influence

COMMITMENT  
PASSION  
INTEGRITY  
EMPATHY

## SUMMARY

Research shows that the non-cognitive aspects of intelligence (known as Emotional Intelligence) contribute as much as 80% to personal success – this includes the ability to manage emotions (such as stress and frustration), to adapt to changing situations and to be a catalyst of change. It also includes skills of influence, creating win-win collaborative relationships, managing conflict and inspiring others to a common cause.

This highly interactive 1 day workshop allows participants to harness the personal resources that are deep within us, ingrained by years of life experience and so critical to gaining influence.

## KEY BENEFITS

- Improved communication skills
- The development of flexible communication strategies
- A “tool kit” of communication approaches that can be situationally applied to improve the efficiency and effectiveness of project, programme and portfolio delivery

## COURSE OUTLINE

- What makes others tick and how to successfully influence them
- Essential leadership traits of outstanding Project Managers
- Programming yourself for peak performance
- Developing a ‘Physiology of Excellence’
- Mastering your emotions and focusing on results
- Creating empowering language patterns
- Effective Time Management
- How to make others want to collaborate with you
- Picking the right team
- Understanding and meeting stakeholder needs

## SCHEDULE & FEES

This course can be run on your site for groups of 10 or more. Refer to the Public Training Calendar on our website for dates and fees.