INFLUENCING AND PERSUADING FOR RESULTS

When ideas are met with hesitation, influence bridges the gap between being heard and making things happen.

In today's dynamic work environment, success depends on engaging others, building trust, and moving forward together. Influence is the ability to guide people through credibility and integrity, while persuasion turns ideas into cooperation by connecting logic and emotion to shared values.

This one-day program equips you to influence and persuade ethically and effectively. You'll learn how to strengthen relationships, communicate with purpose, and navigate resistance with confidence, enabling collaboration and meaningful results.



Participants will walk away with these skills:

- Build credibility and trust that encourages others to listen and follow.
- Adjust your approach to influence different audiences and situations.
- Listen to understand, not just to respond, so you can address real needs.
- Present ideas in ways that motivate action and support.
- Handle resistance constructively, transforming disagreement into progress.

Audience:
Employees at all levels who need to effectively influence others up, down, and over in order to achieve personal, team, and organizational goals.

Duration:
This program consists of one full-day, in-person session.

Cost: $725 General Registration
Select Discounts Available
0.6 CEUs will be issued for this program