

## INFLUENCE AND PERSUASION AT WORK TRAINING

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**COURSE LENGTH: 0.5 DAYS**

Influence and persuasion extends beyond marketing and sales. It affects almost all business processes that require human resources. This training course in Influence and Persuasion helps to master the skills required to influence and persuade others in a variety of areas.

The PD Training Influence and Persuasion Training Course provides you with a deeper understanding of the techniques used for influencing and persuading others such as using storytelling, neuro-linguistics, planning conversations, mirroring, matching and more. Learning and using these techniques will help you to influence and persuade others easily and successfully.

This highly valuable and dynamic training course is now available throughout New Zealand, including Auckland, Christchurch or Wellington.

Please click on the Public Class tab below to view our Influence and Persuasion Training course schedule by city or click the In House Training tab to receive a free quote for courses delivered at your preferred location.

# INFLUENCE AND PERSUASION AT WORK TRAINING COURSE OUTLINE

## FOREWORD

During this Influence and Persuasion at Work Training Course, participants develop understanding and skills in making decisions by applying storytelling techniques, planning, using effective persuasion techniques, creating a persuasive presentation, understanding the nuances of persuasion, and more.

## OUTCOMES

This short and comprehensive course is the fastest way to develop deep understanding and skills in influence and persuasion.

**After completing this course, participants will have learned to:**

- ▶ Make decisions about using persuasion versus manipulation
- ▶ Apply the concepts of pushing and pulling when influencing others
- ▶ Understand persuasion
- ▶ Prepare to persuade
- ▶ Describe different techniques for getting persuasive conversations and presentations underway
- ▶ Make a persuasive presentation by using the 5 S's
- ▶ Apply storytelling techniques to extend influence
- ▶ Leverage concepts of neuro linguistic programming in everyday influence and persuasion
- ▶ Get off on the right foot
- ▶ Use various presentation strategies
- ▶ Use neuro linguistic programming (NLP) techniques

## MODULES

### Lesson 1: Course Overview

- ▶ Welcome & Introduction
- ▶ Workshop Objectives
- ▶ The Difference Between Persuasion, Influence, & Manipulation

### Lesson 2: Presentation Strategies

- ▶ Building a Persuasive Presentation
- ▶ Use Storytelling To Persuade
- ▶ Intro to Neuro Linguistic Programming

### Lesson 3: Preparing to Persuade

- ▶ Pushing Versus Pulling
- ▶ Communicating with Confidence
- ▶ Planning The Conversation
- ▶ Suspending Their Frame of Reference

### Lesson 4: Skill Building

- ▶ Practice Speaking Persuasively
- ▶ Practice Storytelling

### Lesson 5: Getting Off on the Right Foot

- ▶ Building Rapport
- ▶ Matching
- ▶ Mirroring
- ▶ Pacing
- ▶ Leading

### Lesson 6: Workshop Wrap Up

- ▶ Workshop Review
- ▶ Action Plan

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