
influencing Broadly

PROGRAM OVERVIEW:

No matter your title, your experience, or your role and function in an organisation, it is fundamental to be able to influence others. This powerful program arms the participant with modern influence skills that can be applied in any situation. By focussing on connection, value & proof, Anthony provides delegates with life skills that will have a huge impact on how they perform, and ultimately demonstrate that we can achieve & influence far more than we previously thought. You can earn professional development training, here.

KEY LEARNING OUTCOMES:

- Pitch their ideas and influence broadly & deeply by:
- Gaining clarity on exactly what they want to influence
- connecting, aligning & building trust
- Providing value through solutions-focus
- Helping people feel safe through lowering risk and providing proof.

WHO SHOULD ATTEND?

- We invite everyone to attend, there are no restrictions here.

PROGRAM INCLUSIONS:

The 4 Steps to Influence:

1. GOAL

- What do you want?

2. CONNECTION

- How do you build alignment & trust?

3. VALUE

- How to focus on solutions

4. PROOF

- How to lower risk & make someone feel safe

DURATION:

- 1 - 3hr sessions available online via ZOOM
- 1 - 4hr sessions available face to face.

PROGRAM PREREQUISITES:

- There are no prerequisites for this program.

