

Communicating With Influence I

Strategies for Personal and Team Success

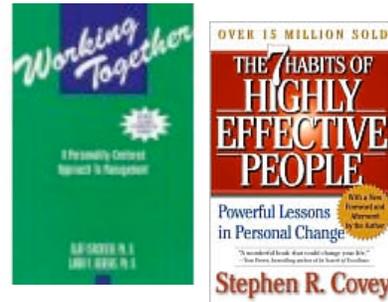
The latest business research indicates that the most important factor in individual and team success is the ability of individuals to communicate effectively and influence others. In this course, participants develop communication and influence skills needed to build team dynamics that lead to long-term organizational success. In addition, participants learn how to effectively and influentially send and receive messages in work environments that are, at times, volatile and antagonistic.

This knowledge- and skills-based course lays the foundation necessary for building successful team dynamics and interpersonal and team communications. The learning methods and exercises focus on creating new ways of thinking and behaving, leading to long-term, self-sustained personal change.

Who Should Attend Any person whose success depends on his or her ability to communicate effectively and influence the thinking and performance of others.

Course Length: 3 days

Student Materials: *Communicating With Influence Participant Guide*, 300 pages



Benefits

- Provide and receive constructive feedback to influence change
- Define goals for a specific communication and design the most effective methods of delivery
- Use communication techniques to positively influence how another person thinks or behaves
- Drive up your influence while lowering antagonism related to a very difficult and potentially emotional communication
- Create collaborative work environments that lead to synergy among team members
- Create methods and plans to improve the productivity and quality of a team's work.

Communicating With Influence I (cont'd)

What You Will Learn

- Analyze your own psychological communication and work styles.
- Analyze another person's style of processing information, working, and making decisions
- Understand how perceptions are created and be better able to successfully manage them
- Effectively listen and understand the content and emotional components of messages
- Prepare and adapt influential messages to all the potential styles of receivers
- Create and send clear uncontaminated communications
- Create messages that increase the influence factor and lower the antagonism factor
- Analyze the communication and work styles of intact teams and team members
- Analyze and effectively manage key team dynamic issues related to intact teams