

Influencing For Business Results™

overview

Influencing For Business Results™ is a core training program that teaches professionals to become more effective in meeting workplace goals. By learning to leverage personal power, align relationships and communicate influentially, participants learn skills needed to get results at work.



The Influencing For Business Results™ training program deepens understanding of how to secure what you want and need through positive, cooperative connection with others. This session helps participants build influential relationships, avoid conflict and gain buy-in from others.



BoldNewDirections

TRANSFORMING PEOPLE & PERFORMANCE

workshop benefits

- ▶ Builds Understanding of the Influence Process
- ▶ Expands Personal Power for Effective Influencing
- ▶ Uncovers Differing Behavioral Styles
- ▶ Creates Mindset of Mutual Benefit
- ▶ Unveils 6 Proven Social Science Principles
- ▶ Teaches Best Motivational Practices
- ▶ Aligns Relationship Building & Influencing
- ▶ Strengthens Professional Leverage
- ▶ Heightens Ability to Diminish Conflict

who should attend

- ▶ Senior & Middle Managers
- ▶ Formal & Informal Leaders
- ▶ All Professionals who Influence

workshop materials

Every participant receives a copy of our Influencing For Business Results™ manual containing an overview of course content, examples and reference material.

1-800-501-1245

info@boldnewdirections.com

www.BoldNewDirections.com

Influencing For Business Results™

onsite options

Ask about booking our one day workshop for your company, organization or association conference for multiple attendees.

two day option

This workshop is also offered in a two day format with extended role plays and practice. Contact us for more information or to discuss your organization's unique needs.

book your workshop

Contact us today to discuss pricing and scheduling options that suit your organization.



BoldNewDirections

TRANSFORMING PEOPLE & PERFORMANCE

morning

- ▶ Understanding Human Fundamentals
- ▶ Invoking Insights of Neuroscience
- ▶ Paving Receptivity Through Positive Psychology
- ▶ Exploring What Influence Is & Is Not
- ▶ Bypassing Negative Egos
- ▶ Operating From Best Self
- ▶ Motivating & Inspiring Professionals
- ▶ Discovering Personal & Business Values
- ▶ Investigating What's In It For Them

afternoon

- ▶ Negotiating Needs With Mutual Benefits
- ▶ Integrating Six Principles of Influence
- ▶ Expanding Courage for Difficult Interactions
- ▶ Deepening Curiosity for Improved Strategies
- ▶ Asking Powerful & Courageous Questions
- ▶ Listening for Insights and Trust-building
- ▶ Gaining Allies Through Raising Esteem
- ▶ Dissolving Conflict When Negotiating Your Needs

1-800-501-1245

info@boldnewdirections.com

www.BoldNewDirections.com