



FOCUS ON INFLUENCE

Focus on influence
 Designed for professionals who wish to raise their mastery of interpersonal skills to a higher level. This course is about developing personal insight, flexibility of approach and the ability to achieve goals with others, whilst at the same time maintaining or enhancing a relationship with the other party.

Key outcomes
 Focus on Influence has been delivered in a wide variety of different cultures worldwide, and is usually perceived as a perfect mix of solid learning and a great experience.
 Upon completion of the program you will:

- have increased your flexibility in using your influence behaviors in different situations;
- understand how others experience your influence behavior;
- know what you could change to be more effective;
- be able to apply a simple behavioral model;
- acquire insight into (inter)personal behavior and its impact;
- continue your development after the program, at home and at work.

3,5 day workshop – an intense training program that really challenges the participant’s attitude and perspective on the main topics of influencing and effective communication.

The course includes an evening program and overnight stay in a hotel usually in The Netherlands. We work in small groups of 12/15 participants with two or three experienced trainers to assure sufficient personal coaching.

Program language is English and/ or Dutch. Other locations are possible on request.

Target group

- People accountable for results but with no formal authority.
- People dealing with customers, suppliers, contractors and partners, both inside and outside their organization.
- Managers who want to get their team to do things because they ‘want to’ rather than ‘have to’.
- Technical specialists and professional who have no line authority but need to influence.
- Individuals who want to master how to present their ideas, build positive working relationships, and deal with people at all levels.

