



# Influencing skills

## PURPOSE

- Defining clearly our role in any situation where we need to influence other people: leadership, sales, teams, families, unions, negotiations, etc.
- Mastering the influencing techniques that provides results in a win-win situation.
- Being mentally and physically prepared to influence people with goodwill.
- Preparing the following speeches or conversations that will need to be delivered in the short term and build confidence around this exercise.

## STANDARD AGENDA (Most agenda's are adapted to your specific situation)

- Defining your influence environment: who, what, where, when, how?
- The message to convey and the objective associated to that message.
- Building the argumentation: listening to the others and shaping the argumentation.
- The mental and physical posture to sustain the message to convey.
- Use the right leadership behaviors for maximizing the impact of the message
- Preparation of your influencing plan (negotiation, sales, teams, etc.)