

Influencing Skills

Course Number: 4363

Length: 2 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

Course Description

Amplify your personal influence within your organization, overcome obstacles, and discover influencing strategies to help build relationships with Influencing Skills. Leaders at all levels need to know how to effect change in others to drive results. Explore how to assess influence situations, practice new skills using a variety of influencing behaviors, and build networks. Return to your workplace ready to apply new skills to resolve current work-related influence challenges.

Intended Audience

This course is designed for professionals at all levels who want to learn methods to expand their personal influence through relationship building and cross-organizational communication.

Course Learning Objectives

- Analyze the role influence plays in the modern workplace
- Interpret the links between your natural emotions and influence
- Create a situation-specific influence strategy
- Demonstrate effective communication techniques to influence others

Course Additional Features

- Producer Support
- Technical Support Team
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides

All details about the Additional Features are available on this page. [Click here to Explore](#)

Course Schedule

DAY ONE	
MORNING	Opening Exercise: Influence Your Partner
	Module 1: Influencing in Today's Workplace
LUNCH	

Influencing Skills

AFTERNOON	Module 2: Maximizing Your Internal Responses to Influence
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DAY TWO	
MORNING	Module 3: Building an Influence Strategy
LUNCH	
AFTERNOON	Module 4: Communicating for Influence

Learning Methods

Individual, small- and large-group practical exercises; role-plays, discussions, and application-planning

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Personal Development
- Level: Intermediate
- CPEs: 16

Professional Development Units (PDUs)

- Credits: 14

Continuous Learning Points (CLPs)

- Credits: 16

Management Concepts Certificate Program Relationship

This is an elective course in the following program(s):

- [Business Analysis and Requirements Management Master Track](#)
- [Professional Skills Certificate Program](#)
- [Project Management Master Track](#)
- [Agile in Government Master Track](#)
- [Program Management Certificate Program](#)

Prerequisites

Influencing Skills

Suggested

- [Interpersonal Skills: Developing Effective Relationships](#)

Pework

There is no prework required for this course.

Requirements for Successful Completion

Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

Follow-On Resources

- [Leadership and Management Skills for Non-Managers](#)
- [Leadership Skills and Techniques](#)
- [Resolving Conflict](#)
- [Negotiation Skills](#)

Influencing Skills

Ready to Enroll?



See the most recent course information and scheduled classes at this link:
<https://www.managementconcepts.com/course/id/4363>



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