

# Frequently Asked Questions

**Course Title:** Influencing Skills

**Course #:** 4363

**Duration:** 2 Days

**Delivery Method:** Instructor-led live classroom

**Alternative Delivery Methods:** Instructor-led online (synchronous)

## 1. What business or organizational need does this course address?

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.

## 2. Who should attend?

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.

## 3. What will I learn how to do in this course?

- 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

## 4. What kinds of activities are included in this course?

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

## 5. Are there prerequisites for this course?

Suggested:

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

## 6. Do I have to complete any prework for the course?

# Frequently Asked Questions

There is no prework required for this course.

## 7. Is this course applicable toward a professional certification?

No, this course is not applicable toward a professional certification. However, many Management Concepts courses do prepare you for professional certification programs. Click [here](#) to see a full list of professional certification programs that are supported by Management Concepts training courses.

## 8. Does this course count for credit toward a Management Concepts Certificate Program?

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](#)

## 9. What credits do I earn by completing this course?

The following credits are available for this course:

NASBA CPEs: 16

NASBA Field of Study: Personal Development

NASBA Level: Intermediate

CEUs: 1.3

PDU: 14

CLPs: 16

## 10. What course(s) do you recommend after I complete this course?

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

## 11. What are Additional Features?

Most courses and training solutions have **Additional Features** designed to help every learner master and retain the concepts explored in the course. You can see which Additional Features are added to this course on the

# Frequently Asked Questions

course page under the **Learning Objectives & Additional Features** tab – and for a more detailed exploration of our Additional Features, you can visit [this web page](#).

## 12. What's in it for me?

This empowering learning experience gives leaders at different levels the tools to have a greater influence in their organizations. Through engaging discussions and application exercises, participants leave the course with strategies that can be immediately used back on the job to cultivate relationships and increase their individual impact.