



# INFLUENCING WITH INTEGRITY

PLATO ACADEMY

*Do you need to exercise more influence at work?*

*Do you need to extend your influence, beyond the boundaries of your authority?*

*How well do you influence, and how will you know you're getting better?*

## Approach

This programme is designed for anyone wishing to have more influence in the workplace, whilst maintaining and developing their integrity. We use the essence of effective communication, and application of some foundational systems and processes.

Everything we do is participative and interactive. There will be work in pairs, small group work, processes and exercises designed to stimulate, challenge and develop people's knowledge and skills. There is also some fun!

## Key Topics

- Well Formed Outcomes
- Building Rapport
- Sensory Acuity
- Flexibility

## Training Objectives

At the end of this programme, participants will be able to:

1. Influence whilst maintaining and developing your integrity
2. Apply the WFO Model effectively
3. Build and develop rapport more consciously
4. Understand how people communicate, and use this to influence with integrity
5. Explore ways influencing in the workplace

## Duration

One Day

If you would like to discuss any one of our programmes please call on +44(0)7803 299337 or email: [info@craighilesconsulting.com](mailto:info@craighilesconsulting.com)



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## Programme Schedule

### One Day

#### Introduction & Welcome

- Programme Objectives
- Personal Objectives
- Influencing With Integrity

#### Well Formed Outcomes

- Six Questions
- Sensory Acuity
- Advocacy & Enquiry

#### Building Rapport

- Use of Language
- Non-verbal Communication
- Minimising Difference

#### Sensory Acuity

- Representational System
- Recognition & Responses
- Intention - Meaning - Response

#### Flexibility

- Personal Power & Choice
- Influencing in Meetings
- Influencing in Selling & Negotiating

#### Personal Action Planning

Reflection, Discussion & Action

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