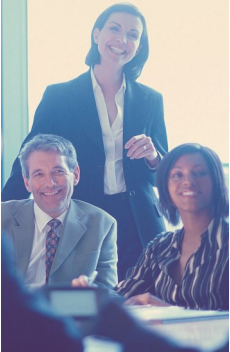


Influencing The Group



About the Program

Corporate professionals are expected to share their opinions and point-of-view in cross-functional meetings in a compelling manner. Often, these meetings require participants to share perspectives beyond their assigned “presentation”. This course prepares professionals to present their perspective and to manage group dynamics to their advantage.

Target Audience

Professionals who:

- ◆ Are consistently engaged with others in meeting/group situations
- ◆ Are responsible for cross-functional coordination
- ◆ Present their point-of-view in cross-functional meetings

This program will improve your ability to:

- ◆ Strategize and prepare for critical meetings
- ◆ Concisely and compellingly present information
- ◆ Handle challenging questions and participants
- ◆ Facilitate differences of opinion
- ◆ Be seen as a value-added player by participating beyond your role

Course length: 12 hours

Max # of Participants: 16

Learning Approach

This program is designed to intensify learning and improve skills through use of:

- ◆ Participants creating strategies for their real-life situations
- ◆ Group brainstorming and problem solving
- ◆ Coaching and feedback from instructors and other participants

Content:

- ◆ Developing strategies to influence in important meetings
- ◆ Using outlines to present concisely with impact
- ◆ Facilitation skills
- ◆ Determining decision-making styles
- ◆ Group problem solving
- ◆ Assertively stating a point-of-view
- ◆ Handling group dynamics – difficult people/situations
- ◆ Addressing all skills above in a final practice roleplay