

Skills for influencing and persuading

-Référence: **IE-33**

-Durée: **2 Jours (14 Heures)**

Les objectifs de la formation

A qui s'adresse cette formation ?

POUR QUI :

-
- All executives working in either a hierarchical or project team.

Programme

- **Introduction**
 - Defining the process of influencing others Engendering persuasive communication One-to-one interaction processes Exercise self-assessment test and personalized analysis
- **How to convince your audience**
 - Understanding other people's defense mechanisms and sensitivity to stress : Identifying obstacles to communication, Establishing mutual agreement Working on stress reactions according to different personality types : Addressing others' systems of self-protection, Encouraging others to be more positive Dealing with the others' needs and expectations : Ensuring your communication is clear and concise , Gaining cooperation in sensitive situations Exercise video role-play : delivering difficult messages.
 - Group debriefing session.
- **How to acquire effective techniques to influence others**
 - Basing your presentations on facts : Giving clear and structured explanations, using logical demonstrations, suggesting a deduction process How to Include behavioral factors to be more convincing : Taking your counterpart's personality into account, Creating a positive impression, Enhancing questioning and listening skills Exercise video role-play : improving convincing skills.
 - Group debriefing session.
- **How to develop effective skills for convincing others**

Programme

- Asking the right questions Listening and giving efficient answers Anticipating questions and objections Reaching an agreement Exercise video role-play : developing persuasion techniques.
- Group debriefing session.



(+212) 5 22 27 99 01



(+212) 6 60 10 42 56



Contact@skills-group.com

Nous sommes à votre disposition :
De Lun - Ven 09h00-18h00 et Sam 09H00 – 13H00

Angle bd Abdelmoumen et rue Soumaya, Résidence Shehrazade 3, 7ème étage N° 30
Casablanca 20340, Maroc