

ART OF INFLUENCE

A Tool for Great Influence



talksha

Duration: 5 hours

ABOUT THE

TRAINING

Art of Influence is a one-day training that provides a theory of communication to improve and develop relationships. This can be extended to give a method of analyzing systems and relationships, both in personal and professional life.

Sales is about persuasion and convincing clients of a solution. A sales person has to find persuasive way without being annoying or arrogant to make the customer feels prioritized. This means understanding the mind of your customer, and figuring out what they need the most from you. Art of Influence focuses clearly on the interpersonal and communication skills and negotiation skills which will help your team's abilities to get new insight on being proactive in sales, generate leads, and close deals.

This practical training is suitable for anyone who needs to engage, motivate or influence others at personal or work situation – including friends, parents, couples, siblings, teachers, speakers, managers, sales staff, customer service providers, consultants and professionals.

LEARNING

OBJECTIVES

To help all aspects of your life – from your professional role to your social interactions. The skills you learn in this training course can be used for:

- Personal Influencing strategy
- Creating the right first impression
- Seeing the other point of view
- Connect with others and build strong relationships.
- Avoid conversations that lead nowhere.
- Compensation rather than compromise
- Understanding group dynamics
- Giving positive feedback

LEARNING



OUTCOMES

You will gain the practical tools for influencing and persuading. Discover why some people are easier to influence than others. Hear what experts in psychology know about getting a point across successfully. Learn how to:

- Expanding the scope of influence
- Developing positive thinking
- Interpersonal effectiveness
- Boosting sales and customer base
- Motivation
- Better communication
- Greater Influence
- Negotiation skill
- Creating a circle of champions
- Turning weaknesses into opportunities

WHO IS THE



TRAINER?

Shameer Hafiz Ali is a professional coach mastered in Business Management and Applied Psychology. He has taught thousands of people to use breakthrough thinking and communication tools. He has an amazing memory power and he has provided over 10 different training courses and produced programs to help you excel at work. His passion is helping professionals learn skills for success in the real world.

WHO SHOULD

PARTICIPATE?

Art of Influence training is suitable for everyone who needs a basic perceptiveness of how to frame an influential message. Participants will get the most from this course if they are:

- Willing to contribute to group discussions.
- Confident communicating verbally in English.
- Comfortable participating in role play style activities.

WHAT ARE THE

CONTENTS?

- What is influence?
- Theory and practice of influential communication
- Nonverbal sources of influence
- Words that influence
- Setting the Influencing Scene
- Principles of influence
- Influencing Tricks
- Bridge Building
- 30 Second Influencer
- Blame Vs Effect
- Attitude
- Difficult Styles and Situations
- Personal Influencing Style

STYLE OF

DELIVERY?

The training will be practical and interactive. It covers the why, what and how of influencing skills. You will learn a variety of techniques including:

- Group discussions.
- Role plays.
- Written exercises.
- Question and answers session.

HOW TO

REACH US?

TalkSha Team

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