

100% Effective

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# Online Influencing Skills Training Course

Quality - Support - Innovation

Businesses are moving away from traditional hierarchical structures and are increasingly relying more on teamwork, so developing your influencing skills has never been more important.

In this online Influencing Skills course, you'll learn how influencing skills are used in the business world and investigate what it is that makes some people great influencers. You will learn to recognise your own weaknesses when it comes to influencing and take positive steps to improve.

You will learn the skills you need, at your own pace, via interactive eLearning. This online course is fully optimised for all devices and will allow you access to the training for one month.

On successful completion of the course and exam, you'll receive a certificate and one CPD point. We are also proud to offer lifetime support.

100% Effective's online Influencing Skills training has a high customer satisfaction rating, with an average score of 5 stars out of 5.



## At A Glance



Fully optimised



One month's access



Unlimited, lifetime support



One CPD point

# Benefits

As a successful influencer, you will understand what motivates other people and have the high levels of interpersonal skills necessary to communicate with them effectively. Such skills not only benefit your personal life, but are very valuable to any organisation.

On completion of the Influencing Skills course you will:

- Understand what influencing is and how it can be used productively in your professional and personal life
- Know what makes people great at influencing and what we can learn from them
- Appreciate your current strengths and identify areas to develop
- Understand how people are influenced
- Know how to influence rather than coerce
- Make your influencing techniques more effective

# Course Content

You'll look at how others influence successfully, what your own influencing style is, and how you can use specific tricks and techniques to improve your skills.

The course will examine:

- What influencing is
- Why influencing skills are so important
- How we are influenced
- What makes people effective

influencers

- Common influencing methods
- Verbal persuasion
- Data and visualisation
- Presentations
- Rewards and punishments
- How to influence people to change behaviours
- Why people behave the way they do
- 13 new key ways to influence behaviours for success
- How to inspire
- Charting your personal development

# Is it for me?

There are no prerequisites for this Influencing Skills course.

The course is ideal for those looking to improve

their communication skills and ability to influence. It is available to all levels and can be applied to any industry sector or personal use.



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