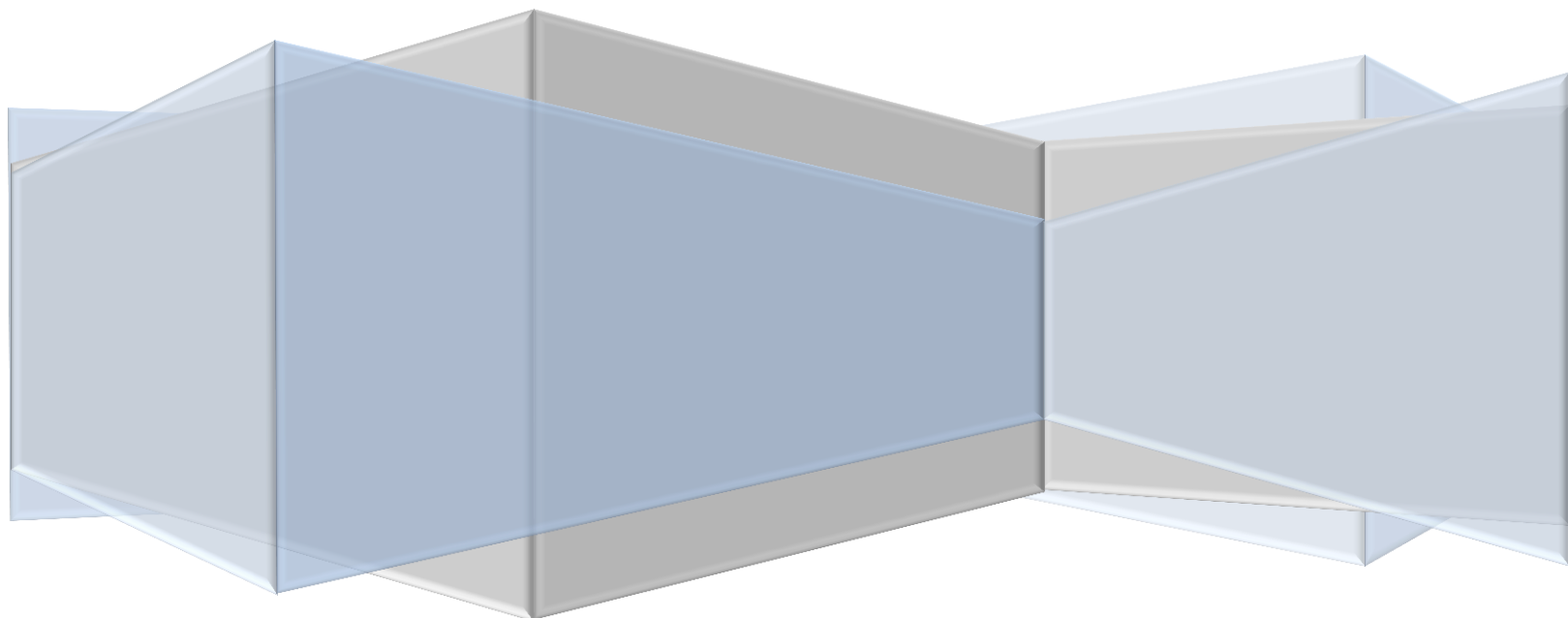




Performance Improvement

# Cultivating Influence

A One-day Course



# Cultivating Influence

## A One-day Course

»Specific course duration (Half-day, One-day, Two-day, Three-day), content pieces, and exercises, are determined after consultation and are based upon the needs of the client group.

### 1. Overview

- A. Introduction and expectations
- B. Course objectives

### 2. What's Your Style?

- A. Understanding your own Behavior Style
- B. Self Assessment
- C. There are no right or wrong styles
- D. What individual experiences teach us

### 3. Interacting with Other Styles

- A. The essence of interaction
- B. What I know about me; What you know about you
- C. Trust...how it works
- D. Participant interaction exercise

### 4. Interpersonal Communication Skills

- A. Listening, not just hearing
- B. Direct speech/ Using "I" statements
- C. Silent language
- D. Participants practice
- E. Appropriately assertive communication

### 5. Developing the Interaction Asset

- A. The benefits
- B. A commitment to the process
- C. Getting past the need to "be right"
- D. Practicing the process
- E. "What's my MOTIVATION"

### 6. Garnering Support

- A. Elements of Influence
- A. Sway or Inspire
- B. Affect or Induce

### 7. Summary and Conclusion

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The following is a baseline price range. Fees vary depending upon extent of customization, and number and experience level of trainers/facilitators involved in the intervention. Preferred client and volume discounts are available. Not-for-profit agencies also may receive a rate reduction.

One-day workshop	\$3,000 – 4,500
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Travel expenses billed separately