

Personal Influence Programme®

Get the most out of every situation.

How do you easily convince people of your ideas and proposals? How do you get buy-in from people? Trying to do things your way sometimes leads to clashes with your colleagues. Not taking a position means that you don't achieve your goal. Find out how you effectively achieve your objectives, while taking other people into consideration.



In this training you decide how far you want to step outside of your comfort zone to get to the desired result. This will ensure that you will be successful in achieving the goals you are aiming for!

Why follow this training?

- You learn to understand your own behaviour and that of others:
You will understand how your actions affect others and adapt accordingly to enhance communication.
- You get the most out of the Influence Model® by acting on all 3 levels:
Level 1: Influence Energy
Level 2: Influence Style
Level 3: Influence Behaviour
- You learn how to effectively deal with resistance and confrontation:
Master strategies to manage disagreements constructively, reducing tension and finding solutions.
- You are able to effectively state what you want and what results you expect (providing feedback):
Clearly express your needs and expectations, ensuring alignment and minimizing misunderstandings.
- You are able to persuade others about your plans:
Develop the ability to present ideas persuasively, motivating others to support your vision.

What are the results?

Here are a few of the most common results from following the Personal Influence Programme®:

- Convincing others with impact
- Dealing with resistance
- Provide support without losing your goal
- Giving clear directions to stakeholders
- Set boundaries and maintain the relationship
- Being more visible
- Be able to confront and make de-escalating interventions
- Giving clarity
- Providing positive and negative feedback
- Distinguish your interventions on content-, process - and collaboration level
- Motivating people

Who should follow this training?

The Personal Influence Programme® is relevant for professionals at all levels! The ability to influence others is necessary in order to achieve your goals, regardless of which position you hold in your company.

Examples of common participants are: managers, project managers, specialists, graduate students, etc. Whether your goal is to have proposals approved, being more involved in important meetings, or you would like to have more confidence during discussions, there will always be someone you need to influence.

The Personal Influence Programme® consists of practical exercises, so that you will be at the centre of attention most of the time – also because there are only 9 participants per trainer.

2 Versions of Personal Influence

1x5 Training days

Take a break from your daily practice for a while, experience this intense five-day experience and come back more influential than ever.

2x3 Training days

Experience the effect of the programme in practice during the intermediate 28-day programme and tie up all loose ends during block two.

Programme details in short

Set up 1x5 Training days:

- Day 1: Introduction of the group and the Influence Model®.
- Day 2: Theory Influence Model and practical exercises.
- Day 3: Your own programme: exercises to your learning objective.
- Day 4: Your own programme: practice different styles.
- Day 5: CIS: This is your Critical Influence Situation which is a real-life case from your work situation.

Set up 2x3 Training days:

- The same components and structure as in the 1x5-day course are maintained. However, the content is spread over 6 days, with an intermediate period in which you can already practice your newly learned behaviour in your own practice. For some participants, a 'break' in the program is preferred in terms of learning style.

The choice between both options depends on your learning preference: a deep dive or a more pulsed approach.

Enrolment and information

Reach out to us for more information about the Personal Influence Programme® via:

 +31 (0) 33 434 58 00

 customerservice@influencecompany.com

Practical information

Duration:

- 5 days-option (56 hours)
- 6 days-option (64 hours)

Training set up:

- 1 trainer per 9 participants
- 2 hours online preparation time

Prices:

- Course fee 5 days € 4.195,-
excl. VAT, venue, arrangement, overnight stay
- Course fee 2x3 days € 4.790,-
excl. VAT, venue, arrangement, overnight stay
- For other options please contact us via [+31 33 434 5800](tel:+31334345800) or customerservice@influencecompany.com

**We are
The
Influence
Company**

An unconventional training agency that has been doing things a bit differently since 1962. With us, you can't just sit back and relax. We get you moving, help you break patterns, gain insights, and encourage you to experience. To learn. So mainly: to take action. That's what makes us popular. We have already trained over 150,000 professionals.