

Positive Power & Influence® Programme

You are at that stage where you want to present yourself, your ideas or proposals optimally. You notice that working well with others is crucial in doing so and want to gain more insight in your own behaviour and that of your clients and colleagues. You are able to examine yourself critically. In the Positive Power & Influence® Programme, you discover in what way your current behaviour affects others. Plus, you find out what happens when you turn things around and use a different strategy. The programme gives you insight into your own influence behaviour. It's a gift to yourself that will benefit you throughout your entire career.



Focus on your personal learning goals and practice influence situations that are relevant to you.

By giving you specific tools and theory and by using an intensive feedback loop, you learn to flexibly switch between different types of influence behaviours. This way, you get the most out of every situation and you will reach your personal goals much easier.

Why follow this training?

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.

The Influence Model® teaches you how your current behaviour affects others. Experience how you can be successful using a different approach. With our help, you personally guide yourself through your learning process. During your training programme you determine your learning objectives and your path towards reaching them. 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!

What are the results?

Here are some of the most common outcomes of completing the Positive Power & Influence® Programme:

- A deeper understanding of your own behavior and that of others.
- The ability to handle resistance and confrontation effectively.
- Greater success in getting people involved with your ideas.
- Clearer and more effective communication with others.

Additionally, you are able to:

- Persuade others to support your plans.
- Clearly express what you want and the results you expect, including providing feedback.
- Strengthen collaboration by addressing challenges directly instead of avoiding difficult conversations.
- Inspire enthusiasm and gain support for your vision or ideas.

Who should follow this training?

The Positive Power & 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 Positive Power & 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.

The Influence Model®

The Influence Model®, developed at Harvard, is a powerful scientific model that forms the foundation of The Influence Company's philosophy.

It encompasses all communication styles and helps you critically assess communication. And, of course, apply them in (for you) challenging situations.

Programme details in short

Day 1: Introductions & The Influence Model®

Get to know the group, trainer(s), and programme. Start with an assessment exercise to explore your influence style, set personal learning objectives, and dive into two Influence Model® styles through theory, role plays, and exercises.

Day 2: The Influence Model® & Practical Exercises

Explore the remaining two styles and apply them in tailored exercises, such as one-on-one discussions or group activities, to reinforce your learning objectives.

Day 3: Your Own Programme

Tackle a real-world Critical Influence Situation (CIS) relevant to your work. Apply your insights, develop strategies for long-term success, and wrap up the training.

Good to know

- Lots of exercises with personal feedback.
- A personal, digital learning environment.
- Direct feedback from our trainers with respect.

Enrolment and information

Reach out to us for more information about the Positive Power & Influence® Programme via:

 +31 (0) 33 434 58 00

 customerservice@influencecompany.com

Practical information

Duration:

- 3 days (32 hours) training between 9 a.m. and 5 p.m.

Training set up:

- 1 trainer per 9 participants (max 18 participants)
- 1-2 hours of online preparation time

Prices:

- Only available for incompany requests
- For options please contact us via [+31 33 434 5800](tel:+31334345800) or customerservice@influencecompany.com

**We are
The
Influence
Company**

We are 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.