

Power2Influence®

Why do you seem unable to reach your goals in certain situations? Is it the way you approach the situation? Could you, for instance, use a more confident stance or a tad more empathy regarding the other? How do you foster support for your plans, sway others towards your point of view, and ensure your opinion is heard? They all require influence! In Power2Influence® 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.



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

The Power2Influence® Programme is about you. The programme gives you insight into your own influence behaviour. 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.

Why follow this training?

- Providing clarity in your communication: Clear communication ensures that your message is understood as intended, reducing misunderstandings and increasing efficiency.
- Getting others' support to your ideas: Gaining support requires presenting your ideas persuasively and showing their value to others.
- Effectively dealing with resistance and confrontation: Resistance is natural, but understanding and investigating concerns with empathy can turn opposition into collaboration.
- Understanding your own behaviour and that of others: Self-awareness allows you to recognize your strengths and biases, improving your interactions with others. Understanding different perspectives and motivations enhances cooperation and influence.

What are the results?

- You are able to persuade others about your plans.
- You are able to effectively state what you want and what results you expect and also give feedback.
- You enhance collaboration by addressing challenges and concerns directly, rather than avoiding difficult conversations.
- You create enthusiasm and get others onboard with your vision or idea.
- You get the most out of The Influence Model®.

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.

Who should follow this training?

Power2Influence® 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. Whether you strive to have proposals approved, be more involved in important meetings, or you would like to have more confidence during discussions, there will always be a need to influence (someone).

Examples of typical participants are: managers, project managers, team leads, specialists, subject matter experts, graduate students, etc.

Power2Influence® consists of practical exercises, so you are at the centre of attention most of the time – also because there are only 9 participants per trainer.

3-day course or 4-day course?

Content and yield are the same for both versions of Power2Influence®. Your specific choice depends on your learning preference; with or without an evening programme. Both versions include:

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

Some participants might find it harsh to be confronted with their behaviour. However, our participants confirm that they appreciate both our frankness and honesty.

Enrolment and information

Reach out to us for more information about the Power2Influence® Programme via:

 +31 (0) 33 434 58 00

 customerservice@influencecompany.com

Programme details in short

Day 1

On day 1 you get to know the group, the trainer and the programme. You start with an assessment exercise where you deploy and discuss your preferred influence behaviour. This is followed by a theoretical discussion of The Influence Model®. Afterwards, you complete an assessment of your own influence behaviour and translate this into specific learning objectives. Then we begin the exploration of the first influence styles.

Day 2

You explore even more the power of the different influence styles from The Influence Model® and learn to deploy these effectively using short role plays along with other exercises. This is followed by a set of exercises that match your developmental needs. Examples are: one-to-one discussions, meeting exercises or other group exercises.

Day 3

On the last day you work with your Critical Influence Situation (CIS). This is an influence situation from your work life, that is important for you to succeed in, and which you can perform in the near future.

Practical information

Duration:

- 3 days-option (32 hours): with evening programme
- 4 days-option (32 hours): from 9:00 am to 5:00 pm

Training set up:

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

Prices:

- Course fee 3 days residential: DKK 27.500,-
- excl. VAT, venue, arrangement, overnight stay
- Course fee 4 days non-residential: DKK 27.500,-
- excl. VAT, venue, arrangement

**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.