

Positive Influencing: Compelling Presence, Authentic Connection

Core skills developed



Decision making & judgement



Productivity & personal effectiveness



Leading self & others



Collaboration & teamwork



Effective communication



Adaptability & learning agility



Relationship & stakeholder management



Analytical thinking & problem solving



Emotional Intelligence (EQ)

Benefits

Personal impact through genuine engagement

Professional success often rests on the ability to guide others toward a shared vision without using formal authority. This programme focuses on the interpersonal dynamics that allow ideas to gain traction across different teams so that initiatives move forward with ease. Participants develop a compelling presence that builds immediate rapport with stakeholders to ensure their message resonates. They practice techniques to read social cues and respond with sincerity in high stakes moments to maintain positive momentum.

The course provides practical tools to secure buy in for new proposals and initiatives across the entire organisation, participants developing the personal stature and credible influence needed to navigate complex social landscapes with ease.

- ✓ Course participants will build stronger professional credibility, increase the impact of their ideas and engage others more effectively in everyday work interactions.
- ✓ Stakeholders will place greater trust in communication, feel more engaged in discussions and respond more openly to ideas and proposal.
- ✓ Your organisation will strengthen its reputation for credible influence, trusted relationships and constructive collaboration across teams and partners.

Modules

Positioning yourself as an effective influencer 1

- Recognising how influence operates in everyday workplace interactions
- Identifying personal influence habits and their impact on credibility and trust

Competency: Set clear development priorities by recognising how current influence behaviours shape professional presence and effectiveness.

Understanding influence dynamics 2

- Noticing stakeholder motivations, expectations and decision drivers
- Reading social cues to anticipate how messages may land

Competency: Interpret interpersonal signals and stakeholder priorities to guide influencing choices.

Building credibility and rapport 3

- Establishing trust early in interactions with new stakeholders
- Strengthening connection and credibility with familiar colleagues

Competency: Build rapport and credibility that support positive influence across working relationships.

Shaping messages that resonate 4

- Clarifying intent so ideas feel relevant and well judged
- Structuring messages to align with stakeholder perspectives

Competency: Shape messages that support understanding, alignment and engagement.

Influencing through dialogue 5

- Using listening and questioning to guide discussion constructively
- Balancing advocacy with openness to sustain collaboration

Competency: Guide dialogue in ways that maintain trust while advancing shared goals.

Responding to resistance with composure 6

- Recognising hesitation, pushback or disengagement
- Adjusting tone and approach to keep conversations constructive

Competency: Respond to resistance with calm judgement and professional presence.

Sustaining influence over time 7

- Maintaining consistency in behaviour, tone and intent
- Reinforcing trust and credibility beyond single interactions

Competency: Sustain influence through reliable, authentic and professional engagement.

Strengthening influencing capability at work 8

- Reflecting on influencing moments that shaped outcomes
- Turning insight into practical goals for future interactions

Competency: Create a personal plan to strengthen influencing effectiveness in everyday work.

Outcomes

- ★ Present ideas with clarity and intent so messages resonate across different audiences
- ★ Read social cues and adapt approach to build rapport and sustain constructive dialogue
- ★ Guide conversations toward alignment and support without relying on formal authority