

BESTSELLER

INFLUENCING & NEGOTIATION

Developing Personal Influence and Impact

MCE Management Centre Europe®

www.mce.eu

★ BESTSELLER

Developing Personal Influence and Impact

Get the influencing skills you need to get things done today with your colleagues throughout the company.



Accredited by the Project Management Institute® (PMI). **mce.eu/pmi**

Ideal for

Influencing is an important part of your role, and you have regular contact with a wide range of colleagues across different areas of the organization. You want to improve your influencing and persuasion skills.

- Business Professionals
- Managers

Learn, Practice and Use

- Influence the people you need to get your project done and to meet your goals and objectives
- Manage internal politics and difficult people and overcome resistance
- Project a stronger, more confident and professional image so that others will listen to you
- Build, manage and leverage a personal network of colleagues
- Apply a wider range of high impact influencing strategies to get what you need, regardless of your position or level of authority
- Develop a personal action plan that you will take back with you to implement within your organization
- Understand power, politics, persuasion and the impact on strategy execution
- Share your knowledge and challenges with your peers and MCE's highly experienced faculty

Highlights

- You practice and develop your influencing skills with extensive role plays, case studies and exercises over 4 days.
- Develop a personal action plan that you take back with you to implement in your organization immediately.

Key Competences

- Persuasion and influence
- Developing self-confidence
- Interpersonal effectiveness
- Managing resistance
- Building networks
- Navigate corporate politics

Practical Information

FACE-TO-FACE

4 days

€3,995

SCAN HERE

FULL OUTLINE, DATES & LOCATIONS →

AVAILABLE IN-COMPANY

This programme is available as an in-company solution for your teams. **mce.eu/inco**

Programme Modules

1 You, Influence and the Managerial Context

- First, gain awareness of your own influencing style and skill level
- Build a deeper appreciation and understanding of the role of influence in management
- Get a conceptual introduction to the essentials of influence - power, politics, persuasion, and strategy implementation/goal achievement
- Identify your own influencing challenge with respect to implementing your strategy

2 Navigate your organization's politics

- Develop situational awareness and learn to read the dynamics behind organizational politics – what are people trying to achieve?
- Examine manipulation and influence from an ethical point of view – when is it good and when does it cross over the line?
- Learn typical influence tactics, and how to defend yourself against them
- Learn to construct an influence map as a basis for analysis and development of an influence approach
- Develop your own influence/political map of own strategy implementation challenge and the stakeholders involved, including your own political, power and influence position

3 Build networks and coalitions

- Understand the principles behind networking, the power of an informal network, and how to leverage it for your strategy implementation.
- We'll look at internal and external networks.
- The importance of credibility through empathy, honesty, and trust – hard to build, easy to destroy
- Use the influence map to determine not only what you need, but what your potential coalition partners need in order to be successful – can you help them?
- More work on your own influence challenge

4 Persuade, and win over the resistors

- Creating presence and communicating powerfully
- Demonstrating credibility and authenticity through facts, emotions/values and visuals
- Persuasion techniques
- Being assertive
- Identifying resistance, the different types of resistors, and how to handle them
- Mini-course in conflict handling
- Putting it all together and key learning points from the programme
- Work on your individual influencing challenges with the support of your programme coaches.
- Develop an "influencing" action plan that will help you with executing your department's strategy

MCE is your reliable partner for continuous success with agile people development solutions.

10,000,000

participants on AMA & MCE programmes in the last 10 years

92%

of Fortune 1,000 companies are our business partners

96%

of participants report they are using what they have learnt at AMA & MCE

1,000+

expert facilitators globally

100+

Open Training Programmes running throughout EMEA

100+

year's experience working with our clients around the globe

AVAILABLE IN-COMPANY

Train your whole team together

This programme is also available as an in-company solution, adapted to your organisation and run for your teams.

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FOR MORE INFORMATION, PLEASE CONTACT

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