MGT-118 - Business Influencing Skills

Description

A 2-day training module to equip participants with the knowledge and skills to successfully influence others in business situations.

Objectives

- Equip participants with the basic concepts of business influence including the different business influence and negotiation techniques
- Present the dynamics behind successfully influencing and communicating
- Help participants identify their strong qualities and weaknesses to develop an effective personal influencing style

Topics

*Note: the course structure may be subject to change as trainings are updated on a regular basis.

Basic concepts

- Definition
- Who do you have to influence?
- Types of influencing techniques

Personal influencing styles

Influence and communication dynamics

- Creating the right first impression
- Setting goals and priorities
- Seeing the other point of view

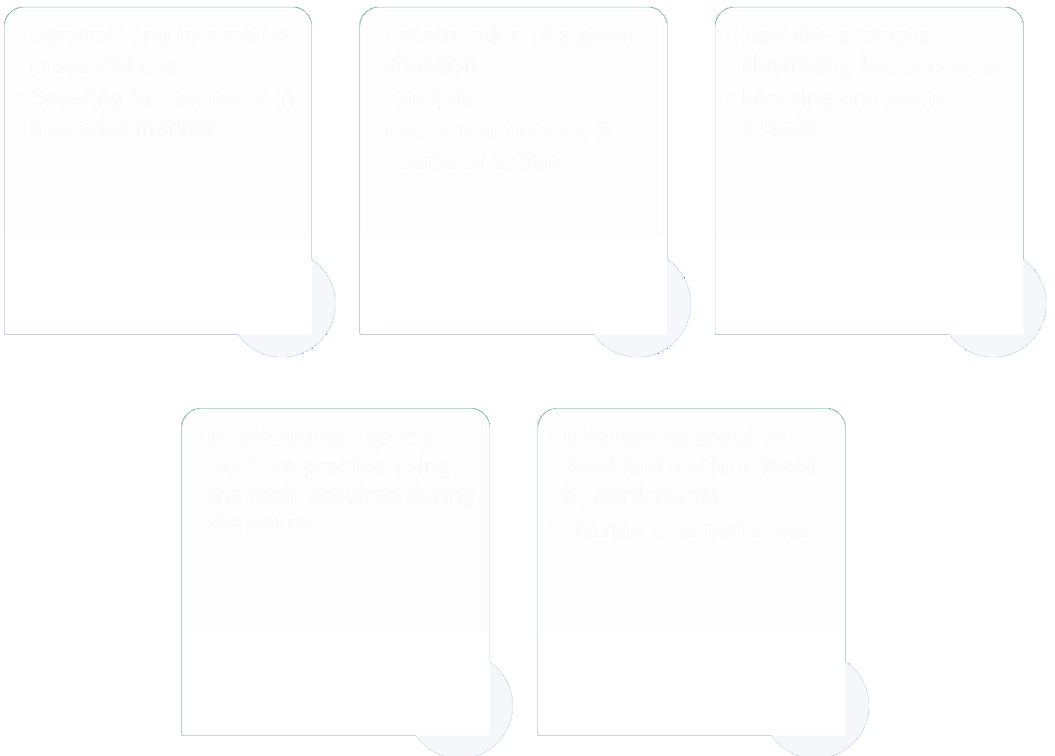
- The art of effective communication
- Knowing what to give away
- How to handle challenging situations
- Win-win negotiations

Target Audience

- Managers and personnel looking to improve their ability to exercise influence in the workplace thus enhancing their professional success.

Methodology

A combination of engaging activities and dynamic presentations to stimulate and maximize participants' learning.



Location

A selection of Neotelis' training courses is held in various cities around the world. Please contact us at training@neotelis.com for the complete Yearly Training Calendar.



Neotelis can also deliver in-house sessions of this course specifically for your organization. Please contact us at training@neotelis.com for more information and a Proposal.

About Neotelis

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of senior experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 120 countries around the world.



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