

## 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

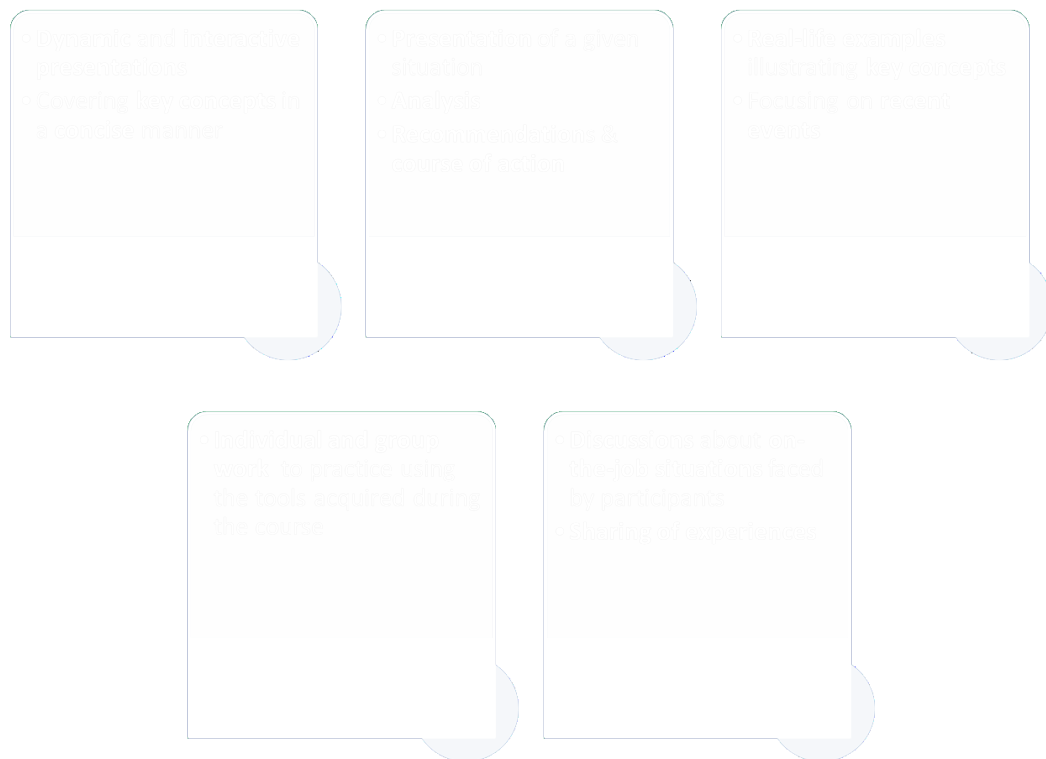
- The art of effective communication
- Knowing what to give away
- How to handle challenging situations
- Win-win negotiations

## 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](mailto: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](mailto: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.

... Telecom Leaders Use Neotelis. Don't Get Left Behind! ...



4802 de Verdun St, Office #1, Montreal, QC, H4G 1N1 Canada  
Tel: +1 514 281 1211 Fax: +1 514 281 2005  
[info@neotelis.com](mailto:info@neotelis.com)