

# Building Skills To Influence

## **OVERVIEW**

Building Skills To Influence charts a success course through understanding people... their needs, comforts, behaviors, decision-making processes... which determine why people are, or are not effective in dealing with others.

The purpose of this seminar is to greatly improve your chances of success when dealing with others by providing insight into the interpersonal skills which lead to trust, motivation, and mutual cooperation.

Empowering and changing cultures to achieve higher quality and productivity is based in the human understanding field. Building Skills To Influence is a means to stay on course to whatever interpersonal destination is desired.

## **LEARNING OBJECTIVES**

- To provide insight into the interpersonal skills which lead to trust, motivation, communication, and cooperation.
- To understand style differences and to recognize that style differences are positive.
- To apply the insight and understanding of the diverse styles of others to the development of skills to effectively interact with others.
- To understand how flexibility is the tool that helps others to become more comfortable in dealing with us which leads to better interpersonal interactions.
- To develop the skills necessary relating to style and flexibility.
- To learn how to deal with difficult situations when tension is high.
- To develop a plan of action for application and continued skill use.

## **BONUS:**

Each participant will receive two- computer generated personalized reports. One report for the participants style and one that captures their flexibility level as it relates to others. Each participant will also receive an application workbook and the reference text What If They Don't Respond.

## **TYPICAL TIME INVESTMENT**

Time commitment varies. Please discuss with your certified Building Skills To Influence Facilitator. (12-16 hours)



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