

Speaking to Influence Others™

Purpose

The purpose of this module is to provide participants with speaking techniques and strategies that achieve business results by gaining the attention, ensuring the understanding, and influencing the actions of other people.

Process

During this module, participants complete a variety of individual and group activities, skills practices, video segments, and large group discussions that explore the following topics:

- Speaking behaviors to avoid
- Key actions for speaking to influence others
- Planning to speak
- How to deliver their message
- Handling concerns
- Requesting action from others
- Action planning

Payoff

At the end of the module, participants will be able to:

- Organize their thoughts with a focus on addressing the needs of their listeners and achieving their objectives.
- Encourage desired action by delivering their message clearly and concisely.
- Handle resistance by responding to listeners' ideas, opinions, and concerns.
- Ensure that their ideas are acted on by developing concrete follow-up plans.
- Share ideas for workplace improvements and innovations geared toward better business results.

Key Content

Key Actions for Speaking to Influence Others

1. Organize your thoughts.
2. Deliver your message
3. Explore responses.
4. Request action.

Typical Time Investment

Time commitment Varies. Please discuss with your certified AchieveGlobal facilitator, or the authorized Distribution Partner. (4 Hours)



achieveglobal



Authorized AchieveGlobal Distribution Partner:

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