

Communicate for influence

workshop

“How you communicate and influence others often matters more than the idea you’re pitching”

-Aliza Licht

Being an expert or specialist comes with responsibilities and expectations. Being relied on to provide advice and communicate complex ideas means you need to understand what your senior leaders and peers need from you and be able to communicate in a way that converts to impact.

Workshop outline

In this one-day workshop you will develop and practice the tools you need to influence others more effectively including:

Effective listening in practice

Explore the foundations of effective listening and how to improve your listening skills

Communicating to connect

Know your audience and uncover the aspects of your expertise that resonates

Communicating authoritatively

Communicate with credibility and trust

Driving your innovation agenda

Select the best approach and craft your messages accordingly

Communicating under pressure

Think and operate calmly and practice decisiveness in stressful situations

Giving and receiving feedback

Understand the importance of empathy in giving feedback and how to take feedback in a meaningful way

Outcomes

Supported by experienced facilitators, you will put these learnings into action through a pitch for a big idea. You will receive feedback from our facilitators and leave with tools and techniques to enhance your influence through communication in the workplace.

Who should attend?

If you are a specialist, expert or technologist who wants to:

- improve your communication skills within your team and broader leadership cohort
- understand how communication can support you to influence decision makers
- enhance the effectiveness of your team

this workshop is for you.

Course Fee

\$650 plus GST per participant