

PART OF THE CHANGE ANYTHING™ CHANGE TRAINING SERIES

INFLUENCE ANYTHING™

THE SCIENCE OF BEING HEARD WHEN YOU SPEAK;

INFLUENCING CHANGE



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WHAT IS IT ABOUT?

Influence Anything™ develops each individual's influencing skills, developing their self-awareness and empathy together with their ability to communicate, so that they bring people with them on the journey and during periods of change.

Delivered in a unique and inspiring way, Influence Anything™ enables leaders and managers to become aware of, and understand, the options available to them to build their influencing muscle, and to create a plan to develop their personal influencing and communicating repertoire, and assist their teams to develop theirs.

Supported by case studies, personal stories, and facilitated discussion, together with individual reflection, participants develop strategies to increase influence and communication to underpin, rather than undermine, their team's ability to harness change for good.

ABOUT US

Our mission at Changing Change International (CCI) is create great places to work, through supporting companies to attune their CULTURE, TEAMS and BUSINESS.

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INFLUENCE ANYTHING™

THE SCIENCE OF BEING HEARD WHEN YOU SPEAK

You and your team will have strategies for:

- ▶ Understanding the keys to influence
 - ▶ why you instantly get along with some people, and others are more difficult
 - ▶ a deep understanding of behavioural types, and where you fit
 - ▶ speak so that you are actually heard
- ▶ Spotting the four key energy types – from clothing to hobbies, language and beyond
- ▶ Appreciating why your clients and co-workers do what they do
 - ▶ how to influence your prospects, clients and colleagues by speaking their language
 - ▶ how to understand and use their “convincer strategy” to help them make decisions
 - ▶ how to improve team communication and output
- ▶ Building influence and turning clients into ‘raving fans’
- ▶ Improving relationships with clients, suppliers and remote teams

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Options

1. 60 minute keynote talk inc Q&A
2. 2 hour facilitated training including the creation of – and commitment to – an individual action plan, workbook, and Behavioural Profile
3. A full day unpacking how to master your influence, developing the core Influencing elements, and the creation of – and commitment to – an individual action plan, workbook, and individual Behavioural and Communications Profile.