

Influencing Conversations

What is covered in Influencing Conversations?

- Understand the principles of rapport and emotional intelligence to support effective influencing skills
- Learn how to compromise and assert needs so that a win-win outcome is achieved for all parties.
- Practice the use of polarity mapping to minimise disruptive conflict in relationships

Who is it for?

This module explores the ways we can influence others through emotional, logical and practical data driven appeals. Whether you are a leader or an internal business partner the art of influencing is paramount to the skills of building connection with others.

What does it offer?

Learn the skills of influencing and understand how to work with positions of power and authority. Breaking down difference and opposing views is explored and useful techniques to get others on board with new ideas is a key skill of this module. Understanding the qualities of good influencers and working with others to build win-win outcomes is shared as a skill of the influencer.

How do we sign up?

Contact us at madebetterhuman.com.au

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CONVERSATIONS
SERIES