

Influencing and Persuasion

Recommended for everyone who does business in a multicultural environment.

WHAT IT'S ABOUT

Increasing the effectiveness of meetings and communication.
Reducing misunderstandings and errors (reducing lost time).
Improving organizational health by improving relationships.
Engaging others to work together to achieve organizational goals.

TRAINING AIMS

By the end of the course, the participants will be able to:

- effectively communicate with subordinates/peers/supervisors to achieve goals;
- adjust way of communicating to adapt to cultural norms in intercultural communication;
- apply appropriate communication styles to engage their interlocutors;
- support others in helping them persuade others;
- engage others to support ideas or organizational changes.

DURATION & COMPONENTS

Prework	Complete Needs Analysis Survey Complete 5 short tasks in the days leading up to Session 1
Pre-call	Needs Analysis Call: (1h)
Session 1	Workshop: Influence/Persuasion vs. Manipulation (3.5h)
Session 2	Workshop: Adjust your Message to Your Audience (3.5h)
Time commitment per participants	7h of online workshop 1h Needs Analysis Pre-call Up to 1h of homework

- Post course: Access to online materials and reference materials for 60 days
- Digital Materials: Slide Deck, notes, and materials from Course

TRAINERS

John Held,

For trainer profiles please go to <https://accentbusiness.pl/team/>

For more information, please contact us:

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