



Peak Services delivers deep expertise in the local government sector. We understand the business of councils. Challenge us.

DEVELOPING INFLUENCE FOR MANAGERS - 1 DAY COURSE

AUDIENCE	SHORT COURSE TOPICS	LEARNING OUTCOMES
<p>This workshop is suited to team leaders, supervisors and managers who are in the business of influencing others, whether they are staff, colleagues or managers.</p> <p>This program is based on the recently released book - <i>The New Influencing Toolkit: Capabilities for Communicating with Influence</i> (Palgrave Macmillan).</p>	<ul style="list-style-type: none"> • Understanding personal and positional power • 9 strategies to enhance personal and positional power • Introduction and explanation of the Influencing capabilities framework • Completion and interpretation of the Influencing Capabilities Profile • Influencing strategy - Investigation • Influencing strategy - Calculation • Influencing strategy - Motivation • Influencing strategy - Collaboration • Understanding the Push style of influence 	<ul style="list-style-type: none"> • Understand and develop personal and positional power bases. • Appreciate that there are a variety of styles and approaches to influencing and persuading others. • Gain an awareness of your referred influencing style and approach. • Identify the four influencing strategies and their strengths and weaknesses. • Practise a more flexible approach to influencing others with greater confidence and better results. • Apply several new tools and strategies in the workplace to influence others.



COURSE DETAILS	
Delivery	<p>Our instructor-led training course provides participants with an interactive session including group discussions, case study reviews and Question and Answer sessions.</p> <p>Our trainers can customise or tailor the course to your specifications or needs and deliver in-house providing you with a cost-effective and efficient training session.</p>
Duration and Location	<p>Our standard structure for this workshop is 1 day and can be delivered in any metropolitan or regional area of Queensland. Customisation is available based on individual council requirements.</p>
Fees and Inclusions	<p>Please contact Peak Services for course fees or a proposal for onsite/in-house training.</p>
<p>PLEASE CONTACT PEAK SERVICES FOR COURSE FEES OR A PROPOSAL FOR ONSITE/IN-HOUSE TRAINING PROPOSALS</p>	
<p>REGISTER NOW 07 3000 2148 FIND OUT MORE training@wearepeak.com.au wearepeak.com.au</p>	

