



A L C H E M Y

INTERPERSONAL SKILLS AT WORK

Strategic Influencing & Personal Impact

Overview	Many past participants to this programme have called it transformational. It looks in depth at what factors play a part in influencing others both formally and informally. It offers detailed, individual, feedback with practical and specific ideas to strengthen your personal branding.
Aimed At	Senior level managers and executives who want to take their influencing to the next level. With a focus on career planning and networking this programme is a much for those who want to take more control over their career path.
Benefits of Attending	By the end of this intensive two-day programme, you will: <ul style="list-style-type: none">• Understand the difference between influencing and manipulation• Influence more effectively in both informal and formal settings• Gain insights into your personal processing preferences, both when things are going well and when you are in conflict or under pressure• Recognise the vital importance of networking both internally and externally to your organisation
Topics Covered	<ul style="list-style-type: none">• What is Influencing• The Cornerstones to Building Rapport• The Status Ladder• Four Levels of Rapport• Strength Deployment Inventory©• The RIPEN Model for Influencing in Formal Settings• Overcoming Objections to your Proposals
Duration	2 days
Group Size	Maximum 6
Our Ref.	SIPICoIC08
To Book	Call us on: 01865 811148 e-mail us at: info@alchemytraininguk.com