



### Program overview

This program provides you with the opportunity to:

- Improve influencing skills in a wide range of situations
- More deeply understand factors which influence thinking and feeling of key stakeholders
- Adapt your communication style to more effectively relate to people with different communication preferences
- Broaden the range of communication techniques applied to influence stakeholders

### Participant Profile

This program is suitable for anyone who must use influence at work. Programs may be tailored to suit the sector, the firm, the level, the function and the context in which influence is used.

### Outcomes

- Increased control of communication outcomes
- Improved ability to influence outcomes through more effective communication
- Greater flexibility in different influencing situations
- Increased sensitivity to the communication preferences of others

### Organisational Benefits

- Accelerated decision making
- Improved efficiency and effectiveness of communication within an organisational context
- Increased flexibility in communication and influencing styles used within the business
- Greater respect for the basis on which arguments should be represented in a corporate context
- Less time used in the influencing process

### Building Upon Strengths Through Coaching

Coaching is a powerful methodology to increase self insight, facilitate learning and clarify ideas in order to build relationships with others.

This program offers the supplementary option of one-on-one, results focused coaching sessions to enable the participants to achieve their personal goals and objectives in attending the program.

	<b>Length</b> One day workshop	<b>Group size</b> 5 - 50+	<b>Room</b> Optional: board, café.	<b>Includes</b> Participant notes Pre-reading articles Post reading articles
--	-----------------------------------	------------------------------	---------------------------------------	---

**Channel Development: Accelerating People & Performance.**

info@channel.net.au or +612 9221 0008