



## High Performance at Communicating and Influencing

This two-day programme is aimed at those who have to work through other people to ensure their objectives and goals are achieved. Increasingly in today's 'matrix-ed' organisations, successfully operating within virtual and project teams requires skills that do not depend upon authority and being the 'boss', but on influence and high quality communications.

The programme focuses on developing the behaviours and techniques that will enable you to be a high performing communicator and influencer. The emphasis is on understanding what needs to be done and enhancing your ability to perform well with those elements. Input and practise sessions built around exciting simulations and work related exercises provide the framework to build your understanding of how you currently operate and where to focus your development. We blend a mixture of diagnostic exercises, technique practise, discussion, feedback and real application to ensure that this is a dynamic and stimulating experience that can easily translate back to work and other aspects of your life.

Topics covered include:

- **Push Behaviours (being more assertive)**
- **Pull Behaviours (being more responsive)**
- **Actively engaging others**
- **Communicating at higher levels**
- **Modelling to develop high competency**

The programme runs at a local venue. Numbers are limited on each programme to ensure optimum attention for each participant.

### Costs

The cost for this programme is £2550 per person which includes lunch and break refreshments on both days. (Excludes VAT where applicable)

### Further Information

Please contact us directly if you have any questions about this programme.

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Dates are available on [www.insideconsulting.co.uk/programmes](http://www.insideconsulting.co.uk/programmes)