

TITLE: Influencing for Peak Performance

SYNOPSIS: How do we influence our staff to perform beyond expectations? How do we secure commitment to a common vision and objectives? This practical workshop equips managers and supervisors with the skills and practical tools to engage and motivate staff. 4 practical approaches would be applied to ensure staff accountability, buy in and commitment to peak performance.

DURATION: Two Days

TARGET AUDIENCE: Supervisors, Executives and Managers

PROGRAM OBJECTIVES:

By the end of the program, participants will be able:

- To define and explain the different personality types and how to influence each type
- To define and explain the process of influencing and its critical factors
- To demonstrate the key skills in influencing for peak performance

PROGRAM CONTENTS:

- The Framework for Influencing
- Understanding Personality Types
- Core Competencies in Influencing
- The 4 Strategies for Influencing
- The Practice of Influencing