

Effective Influencing Skills

3 Days

Ook in de Virtual Classroom beschikbaar

Our behaviour and style of communication determine the extent of our influence over others. But are you aware of your style? Are you able to adapt your style to the situation and your interlocutor? And how can you increase your influence?

During this course you will learn to increase your influence in a natural way, Creating goodwill using your strengths while respecting others. This helps to get people on board, gain trust, put your ideas across clearly and motivate others.

Features

Study duration: 3 days

Investment: € 1.495

Number of locations: 17

Unique benefits

- Learn with and from each other in a small group setting
- Train with a highly experienced behaviour and communication expert
- Personal plan of action provides a long term effect

Result

- ✓ You are aware of your own style and its effect on others
- ✓ You discover other styles to develop
- ✓ You learn what sort of behaviour certain situations call for
- ✓ You learn how to create goodwill in a natural way
- ✓ You can inspire and motivate the people around you
- ✓ You can achieve more with less effort
- ✓ You increase your influence on others
- ✓ You increase your effectiveness in your occupation and organisation

Study method

Before the course you will gain access to the interactive learning environment of ICM. Here you will fill in an online intake form in which you answer a number of questions to ascertain your personal learning goals. This way you are optimally prepared for the course. During the meetings there is extra opportunity for practice-oriented learning. Your learning goals are central to the meetings. By using questionnaires, exercises and directed feedback, this course is well adapted to real life situations. At the end of the training you will draw up a personal plan of action which will help you bring in to practice everything you have learned. Even when the course has ended you will still have unlimited access to the ICM learning environment.

ICM is a CEDEO-certified training institute and therefore also provides credits and hours for Permanent Education. Check if your professional association acknowledges this course for the yearly required PE points. If they don't, please contact our study advisors on +31 (0) 30 – 29 19 888 or e-mail: info@icm.nl.

Target audience

This course is suitable for anyone who wants to increase their influence on others.

Programme

- Characteristics of effective influencing
- Important aspects of effective influencing
- Types of influencing styles
- Conscious and subconscious influencing
- Perception and experience
- Your influence on your surroundings
- Verbal and non-verbal skills
- Your preferred style and its effects
- Freely switching between different styles
- Inspiring and motivating others
- Real life situations and examples
- Personal plan of action

Locations & date

The course times are 9.30 to 17.00, comprised of 3 meetings. This course can also be followed completely online via the virtual classroom.

This course is provided in Alkmaar, Amsterdam, Apeldoorn, Arnhem, Breda, Den Bosch, Den Haag, Eindhoven, Enschede, Groningen, Heerenveen, Maastricht, Online Virtual Classroom, Roermond, Rotterdam, Utrecht and Zwolle.

Training: Wed 2 Aug – Wed 16 Aug – Wed 30 Aug 2023
Training: Mon 4 Sep – Mon 18 Sep – Mon 2 Oct 2023
Training: Wed 1 Nov – Wed 15 Nov – Wed 29 Nov 2023
Training: Mon 11 Nov – Mon 25 Nov – Mon 9 Dec 2023
Training: Mon 8 Jan – Mon 22 Jan – Mon 5 Feb 2024
Training: Wed 6 Mar – Wed 20 Mar – Wed 3 Apr 2024
Training: Mon 8 Apr – Mon 22 Apr – Mon 6 May 2024
Training: Fri 7 Jun – Fri 21 Jun – Fri 5 Jul 2024


Investment

The investment amounts € 1.495.

This excludes € 47,50 per day for the day arrangement or € 17,50 per evening for the evening arrangement. No arrangement costs are charged for the online meetings. We reserve the right to change our products prices at any time. Check the website for the latest information. The investment excludes vat. Payment without vat is possible. For more information www.icm.nl/btw.

Advice & enrollment

See the most current data and information on our website.

 **Personal advice** +31 (0)30 29 19 888

 **Request for quotation** or **sign in** www.icm.nl/efis

ICM also offers this course in-company (www.icm.nl/maatwerk).



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