



**ARIVU**  
Empower • Innovate • Perform

## Win Friends & Influence Others (1-day)

If you could influence people more easily and win hearts and minds, then you'll find that you can achieve much more with a lot less resistance. Great influencers achieve successful outcomes and have the confidence to ask for what they want and get the people on their side.

In this workshop you will discover formidable tactical approaches to influencing and building rapport with people have the confidence to use a range of tools that you will use and refine in the workshop so that you are comfortable in using them on your own.

**By the end of this highly interactive course, you will be able to:**

### **Influence others by**

- Knowing the difference between influencing and persuading
- Identifying your own influencing style
- Becoming more influential using a range of techniques
- Creating a positive impression when dealing with senior colleagues

### **Persuade others to get what you want by using**

- Persuasive communication to gain agreement
- Your body language to strengthen your position
- Mirroring to promote rapport
- Active listening and questioning techniques

### **Use Positive and Assertive Communication by**

- Expressing your ideas to gain credibility
- Contributing effectively at meetings
- Saying "no", positively

### **What others have said about these courses:**

*"A really useful course. It's allowed me to be more assertive and in control and obtain co-operation from others more naturally."*

- Anthony Voss, Peppermint

**To find out more about this course or to enquire about prices, training dates and locations, please contact us on **0871 237 6767** or email us at [info@arivu.co.uk](mailto:info@arivu.co.uk)**

[www.arivu.co.uk](http://www.arivu.co.uk)

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To Transform Your Business**



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