

# Increase Your Impact and Influence

**Aim** To help participants become even more dynamic and influential

**Objectives** By the end of this workshop, participants will be able to:

1. Describe the factors and strategies that can make them highly influential
2. Name the six sources of power available to them
3. Explain how they can succeed through the correct use of the six leadership styles
4. Demonstrate effective techniques for being persuasive
5. Describe what twenty-first century assertiveness looks and sounds like
6. Produce a personal action plan based on the insights they have gained

## Format

This workshop involves increased personal insight, conceptual principles and interactive exercises

## Overview

- Understanding the difference between Impact and Influence
- An exploration of Aristotle's influencing model
- Participants consider and begin to address any self-limiting beliefs that they may have
- An exploration of the 6P Model for impact and influence
- An interactive exercise to practice using the six sources of power
- How to make great first impressions that help position you as an influential person
- Understanding the dynamics of push and pull forms of influence
- The principles and techniques of twenty-first century assertiveness
- How to tap into the underlying motivations that teams and individuals may have
- Participants will complete their personal action plans

