



Unlocking potential.



With around 13,000 staff, our client works with a huge range of organisations, industries and government departments. They need to be able to influence in every direction. We designed two programmes for two levels of management, to equip participants with the skills, beliefs and tools for optimal impact.

In a nutshell.

- Engaging, practical design focusing on enhancing influencing skills
- Professional Actors with business knowledge give real time feedback
- Two experiential programmes targeting different management levels.

What we did.

The Influencing People at Work programme focuses on behavioural development and helps participants understand the impact of their style as well as practising how to manage the style and approach of others. We are extremely proud of this programme and its reputation within the organisation. There is always a list of people waiting to attend.

The Advanced Influencing programme explores strategies and techniques, including sources of power, influencing in strategic meetings and advocacy. The design was based on research within the target audience to understand the types of skills and behaviours they want to enhance. The focus is on enhancing skills and concentrating on a more strategic or external level.

How it helped.

- Enhanced ability to get things done
- Improved approach to working with stakeholders
- Confidence in getting the message across
- Overall satisfaction scores well over 90%.

What they said.

“

I loved this course and can relate it to all aspects of life – would highly recommend to others.

”

“

A real eye opener for me – it has highlighted strengths and areas that need improvement.

”

“

Very good mix of theory, backed up with engaging examples and time to reflect and apply learning.

”

t +44 (0)117 315 5243
w interaction-LD.com
t @interaction_LD

Interaction Learning and Development