

## Extending Your Sphere of Influence

### Přehled

In this course, you will learn to become proficient in the art of persuasion, selecting and utilizing appropriate styles and strategies to have the most influential effect, as well as understanding how to protect yourself from being manipulated by others.

### Vzdělávací cíle

- After completing this course, students will know how to:
- Build workplace relationships based on mutual trust and respect
  - Collaborate effectively through influence and persuasion
  - Recognize and enhance your sources of personal power
  - Choose and apply appropriate influence strategies
  - Work with resistance to gain commitment and buy-in

### An Influence Baseline

- Enabling Collaboration
- Facilitating Constructive Dialogue

### Elements of Influence

- Focusing on the Outcome
- Seeing Influence as a Mental Equation
- Differentiating Influence from Manipulation

### Power and Persuasion

- Developing and Using Power Sources
- Developing the Art of Persuasion
- Appealing to Integrity, Emotions, and Intellect
- Building Five Types of Trust
- Applying Five Principles of Influence

### A Network of Influence

- Building a Purposeful Network
- Strategic Reputation Management
- Protecting Your Credibility

### Applying Influence Strategies

- Adapting the Approach
- Identifying Thinking Differences
- Applying Strategies to Styles

[Online registrace](#)

### Termíny

Trvání kurzu (v dnech): 2 Days

G2R = "Garantovaný termín" | OLL = "Online LIVE"  
ILT = "Kurz vedený instruktorem"

03/05/20	G2R	3:00PM - 11:00PM	Praha, Czech Republic	OLL	CZK 0.00
04/30/20		3:00PM - 11:00PM	Praha, Czech Republic	OLL	CZK 0.00
06/04/20		3:00PM - 11:00PM	Praha, Czech Republic	OLL	CZK 0.00

## Working With Resistance

Encountering and Addressing Resistance  
Building Collaboration through Quality Dialogue  
Getting Results through Persistence and Persuasion

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