



Business

Development

## ©2012 Communicating with Influence

### **Aim:**

Using advanced personal awareness, influencing and communication techniques, this 2 day Seminar provides executives with a) the personal skills to persuade, influence and motivate others leading to successful business growth and b) the ability to build better quality relationships to encourage key employee and/or client retention and repeat business.

### **Topics:**

The Communicating with Influence Seminar provides executives with the skills to:

- Build rapport to develop trust and responsiveness
- Develop critical listening skills
- Identify client/colleagues needs and their 'hidden agenda'
- Build desire in others to move forward
- Steer conversations to an amicable conclusion
- Determine common ground
- Recognise non-verbal cues
- Develop flexibility of style to deal with different people
- Facilitate high level motivation
- Move themselves and others to action
- Maximising personal impact
- Develop an insight into the psychology and power of personal persuading and influencing

Communicating with Influence enhances executives' relationship building, negotiating and people development and management skills having the effect of more successful business growth, motivating key employees to realise their full potential and having happier clients who want to come back.

This is ROM's most sought after seminar – delivered at executive level for those who hold the key to making the future happen.

Clients consistently report the benefits of more clarity of thinking, motivated and focused employees, improved competitive edge and increased business as a direct result of this seminar.

**Who Should Attend?** Chief Executives, Managing Directors, Directors, Associates