

Persuasion & Assertiveness

Program Snapshot

Whether a person is dealing with his/her boss, colleague, staff member or senior management, their ability to persuade and influence is crucial. As businesses and organisations get more competitive, success increasingly depends on the ability of managers to drive their teams forward. Managers today, need to be able to reason, influence, persuade and drive others to action. For this, managers need to cultivate behaviours to get others to do what needs to be done, in the way that they want it done. Our training program on Persuasion Skills & Assertiveness helps participants to

- Learn how to establish credibility & enhance their persuasion and influencing skills
- Understand the implications of different behaviours - aggressive, passive & assertive - in interpersonal relationships
- Successfully sell their ideas and implement change through various techniques
- Gain awareness of their own attitude towards self & others and the impact thereof
- Learn to communicate their opinions and ideas assertively and effectively in work scenarios for better results
- Learn to respond and not react to statements made by the people they are dealing with, for better trust and cooperation
- Recognise the interpersonal needs of others and tailor their talk to manage difficult situations
- Recognise what needs to be done more often & how to win the trust of team members
- Chalk out an action plan to become more assertive & persuasive in work-life

For Levels

Senior Managers & Managers / Functional & Departmental Heads / Team Leaders / Supervisors

Duration

2 days

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