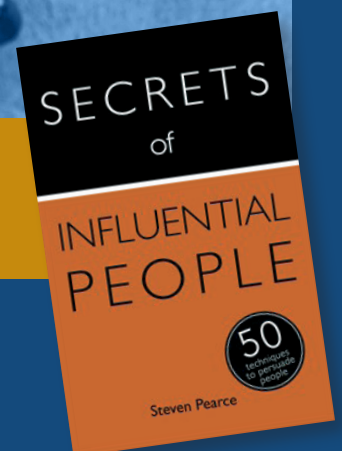


Influence *master class*



Building on the research behind *Steven Pearce's*
new book *Secrets of Influential People*



Influence master class

How do I
position
myself as a
thought leader



How do I
navigate
organisational
politics

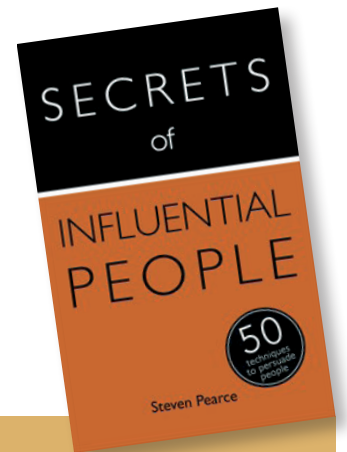


How do I use
emotional
intelligence
to get buy-in
from a range of
stakeholders



This one day master class will provide a range of tools and techniques to help you answer these questions and position yourself as an effective influencer, both within and outside your organization.

Building on the research behind **Steven Pearce's** new book *Secrets of Influential People*, the session will use a range of practical simulations and case studies to look at ways in which you can leverage what you know and who you know to achieve your personal and professional objectives.



Morning Session: Leveraging your knowledge

This session will use case studies, simulations and group discussion to help you:

1. Identify which aspects of your knowledge and expertise are relevant and compelling to a wider audience
2. Communicate what you know with impact and clarity
3. Adapt and connect with different personality styles

Afternoon Session: Leveraging your relationships

This session will use case studies, simulations and group discussion to help you:

1. Identify and align yourself with key sources of influence
2. Understand the power of alliances, and how to build them to gain support and traction
3. Use emotional intelligence and political savvy to achieve your objectives



About the tutor

Steven Pearce works internationally as a speaker, coach and consultant on interpersonal impact and effectiveness. His book *The Secrets of Influential People* is published by Hodder & Stoughton in June 2014.

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