

# Persuasion Skills

## Program Details

With coercion, manipulation, and threats, you can make people take action, but the lasting effects of such efforts can be detrimental to workplace relationships. In many cases, people try to get things done without understanding the other individuals involved in the process, their motivations and needs, and how they make decisions. Today's organizational environments require you to get results through working effectively with others. Exceptional influence and persuasion skills enable you to do this successfully regardless of your positional power.

## Training Outcomes

In this training, participants will learn to:

- Understand what motivates others and adapt their own style for greater impact.
- Generate trust, be a catalyst for change.
- Build reliable ground rules.
- Try new ideas, work through alternatives.
- Demonstrate openness and gain consensus.



**Training Length**

**1 – 1.5 Hours**