



IMPACT + Influence



INCREASE
Some courses you want,
YOUR IMPACT AND
some courses you need,
INFLUENCE
but this one you want to need.



01 INCREASE YOUR IMPACT AND INFLUENCE

Establishing and managing relationships at work has never been more important, nor more difficult. Gaining and maintaining commitment from colleagues in cross-functional project teams, contract staff or a remotely or virtually located workforce are no longer unusual expectations.

More and more organisations are moving towards flexible and transient structures both internally and with a kaleidoscope of outside partners. Today's competitors are tomorrow's allies; colleagues become consultants; managers work from home; technology is racing ahead of management processes ... chaos theory stops looking quite so crazy.

New skills are needed to be effective in this rapidly changing environment. This programme takes a down-to-earth, practical approach to being influential both upwards, downwards and sideways and across traditional boundaries.

IS THIS FOR ME?

Can you answer "yes" to any of the following questions? ... then INCREASE YOUR IMPACT & INFLUENCE is for you:

- Do you need to influence without direct authority?
- Have you just been promoted to or be made a manager and now you feel a bit at a loss?
- Do you operate within complicated matrices where boundaries are unclear, or where feedback is elusive and face-to-face contact infrequent?
- Are you working in solution-oriented jobs that incorporate project management, internal consultancy and technical expertise?
- You realize that fighting every battle is tiring and you need new ways to deal with people?
- Do you want to be more influential in a fast-changing world?
- Do you feel the need to deal more effectively with others and learn specific skills for handling difficult situations such as bad news or conflict?



02 WHAT'S IT ALL ABOUT?

INCREASE YOUR IMPACT & INFLUENCE

is a unique and extremely concentrated programme of personnel influence development.

This four-day programme is built around practical methods of improving your influencing skills and how to get things done when you can't just "order" it?

Using the dynamics of the group you learn to understand others, and their perception of you as a manager or colleague. And more importantly - you learn how to change that perception to your greater advantage.

This week will be your laboratory to try out new approaches to improve your influencing skills. It will be a safe environment for you but sometimes tough and challenging when it comes to adapting yourself to ever changing circumstances.

You will be offered a mirror, a sounding board in the form of multi-layered feedback to fine tune your skills. Interested? ... why not finding out more on our website? www.impact-influence.info

CONTENT

- [] receive on several occasions concentrated feedback - real and unbiased views from all or some participants and others on how they see you - a unique environment where you learn fast
- [] practise in a safe environment - identify your strengths as well as your development needs and practise them in a positive and supportive, yet tough, environment
- [] discover how to drive and motivate other people - once you understand how colleagues relate to you, you can be flexible in how you influence them, and raise your success rate
- [] learn how to manage difficult situations
- [] use this week and the group as a laboratory to try out something new
- [] pick up the aha's from your personal favourite exercises and begin your own learning adventure
- [] realize what a huge power certain things can have, things that you never would have thought of



03 HOW DO WE DO IT?

During the week you will surely have fun, quite a lot of it. Eventually, however, you want to learn and evolve. And as we believe in, we provide you with a potpourri of different ways to learn.

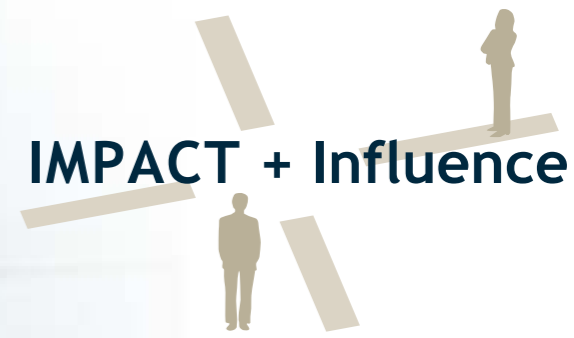
Some will be new to you, some you already have experienced before, some you will not really get along with and some you cannot get enough of. Overall, you will find your favorites and the ones that trigger changes in you.

One thing, however, you will not find during this course: lecturing.

HOW DO WE LEARN?

- [] Adults must want to learn.
- [] Adults learn only what they feel they need to learn.
- [] Adults learn by doing.
- [] Adults learn by solving practical problems.
- [] Adults learn through the application of past experiences.
- [] Adults learn best in an informal environment.
- [] Adults learn best through a variety of training methods.

All of the above are totally engrained in our course. That's why we always get really outstanding feedback.



04 OUR WAYS OF LEARNING

Please find below ways of learning you will experience during the training:

VIDEO-TAPING 	SIMULATION 	VIDEO 	GROUP EXERCISE 
READING MATERIAL 	EXPERIMENTAL LEARNING 	BRAIN STORMING 	E-LEARNING 
SELF-STUDY 	POWERPOINT 	DISCUSSION 	COMPETITION 
FEEDBACK 	STORY TELLING 	PRESENTATION 	360° + 180° FEEDBACK 

THE WAY TO US:

[] SAPERE AUDE
 Matthias Abold
 E-Mail: info@sapere-aude.info

[] For more information
 please visit our websites:
www.impact-influence.info
www.sapere-aude.info

IMPACT & INFLUENCE is a product of

