



**Course Name:** Influential Skills

## Module 1

- Why should you Learn Influencing?
- What is Influencing?
- Let's Understand Power
- Types of Power
- Influencing Style Questionnaire
- Styles of Influencing
- Push Influencing
- Pull Influencing
- Effects of Push and Pull Style
- Types of Power Used for Influencing

Assessment for Module 1

## Module 2

- Analyse Your Influencing Style
- Influencing Styles: Categories of Demonstrated Behaviours
- Influencing Styles: Push - Persuading
- Influencing Styles: Push - Asserting
- Influencing Styles: Pull - Bridging
- Influencing Styles: Pull - Attracting
- Influencing Styles: Moving Away
- Leadership & Influence
- Managing The Boss
- Managing Your Peers

Assessment for Module 2

Interaction with Subject Matter Expert

Certification