



# Developing Personal Influence and Impact



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## Learn and practice skills to influence people and get things done in your organization or company

Today's business environment is not easy. Priorities change frequently and you need to get results faster. But in companies and organizations, you don't always have direct control over all the people and elements you need to deliver results efficiently and on time.

We all know how stressful and frustrating it can be, trying to get everybody in a project team to deliver their parts of the project. It can also be just working with your colleagues every day, they are just too busy to help you with your project. If you could just get everybody on board and supporting your ideas, it would make life so much easier. It would also save the company time and money.

But how do you do this? How do you get others to support your goals and objectives? How do you work your way through internal politics to get the collaboration and resources you need? How do you get all stakeholders on board including your peers, your team, senior management and maybe even customers and suppliers?

## Who should attend?

- Managers of teams, departments or functions in an international organization or company with more than 3 years' experience.
- If influencing is an important part of your role – you are working across different areas of the organization and you have regular contact with a wide range of colleagues – then this programme is for you.
- The programme is delivered in English. Participants must have a good level of spoken business English to be actively involved in all aspects of the programme.

## PMI Certified

This programme has been reviewed and approved by the Project Management Institute® (PMI).

You can build your key leadership, personal and business management skills and acquire PDUs for your PMI Certification at the same time.

More information at [www.mce.eu/pmi](http://www.mce.eu/pmi)



**“The greatest ability in business is to get along  
With others and to influence their actions.”**

*John Hancock*



# How you will benefit

## How will you benefit?

After taking this programme, you will be able to:

- Influence the people you need to get your project done and to meet your goals and objectives
- Manage internal politics and difficult people and overcome resistance
- Project a stronger, more confident and professional image so that others will listen to you
- Build, manage and leverage a personal network of colleagues
- Apply a wider range of high impact influencing strategies to get what you need, regardless of your position or level of authority
- Network and learn with a diverse group of peers from different functions, industries and countries in a very stimulating and easy-to-follow approach
- Develop a personal action plan that you will take back with you to implement within your organization
- Learn and practice new skills using compelling case studies, real life examples and practical exercises over 4 interactive and intensive days

## Why participate in an MCE programme?

### TOP PROGRAMME

Almost 400,000 participants have taken part in an MCE Open Enrolment programme.

### PRACTICAL

Pragmatic approach to learning - learn today, apply tomorrow.

### FACILITATORS

MCE's Facilitators are experts in their field with extensive business experience.

### INTERNATIONAL

Global best practice and networking with peers from across EMEA.

### RECOGNISED

MCE is a top ranked learning provider with a unique offering in Leadership Skills and Business Acumen.

### RECOMMENDED

95% of our clients would come back for another programme and recommend MCE.

“I have attended many courses and workshops, but this was the best one in terms of the interactions led by Nadia and the group ethics, support and willingness to learn and adapt.”

*Dean Harrison, Schulman International Services, Belgium*

# What will you learn and practise?

Over 4 intensive and interactive days, you will be challenged to get things done by using high impact influencing strategies even with difficult people and in conflict situations. You will practice, practice and practice with case studies, self-assessment, role plays, peer discussions and reflection.

## Module 1 - You & Your Influence Strengths

- Understand the role and importance of influence in your organization
- Learn about your own influencing style, your strengths and areas to improve to get others to support your goals

## Module 2 - Navigate Your Organization's Politics

- Map the power dynamics in your organization and how to ethically use them to support your goals and objectives
- Identify and counter those people who are acting against your goals or those manipulating you

## Module 3 - Build Networks & Coalitions

- Understand the goals and motivations of those people you need to collaborate with so that you can use the right influence strategies to gain their trust and buy in
- Build credibility and empathy to be able to build coalitions and partnerships amongst your stakeholders

## Module 4 - Persuade & win over Resistance

- Deal with frequent resistance and conflicts. How can you win over negative people? How do you persuade them and get them to support your objectives?
- Develop an IAP (Influence Action Plan) that you can implement back at work and get your stakeholders collaboration straight away

## Booking details

 <b>Duration</b>	<b>4 Days</b>
<b>Price</b>	<b>€3750</b>



ALSO AVAILABLE AS AN  
IN-COMPANY PROGRAMME

## Register Now

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-  **www.mce.eu**