

Influencing Skills

in the Legal Sphere

The purpose of this training course is to help you focus on understanding, developing and adapting influencing styles to best suit individual situations. The course focuses on looking at your behaviours and influencing style, how to adapt this to different situations and how best to approach situations where people have different styles / levels of commitment to you.

The skills and models discussed in this training course will help you manage workload and performance, developing your team and influencing others around you.

Course objectives:

- ✓ Understand the fundamental principles of influencing other people individually or in groups
- ✓ Understand the role of power with regards to influencing
- ✓ Identify your preferred influencing style and the impact this has on others
- ✓ Identify barriers and enablers to influencing
- ✓ Describe and demonstrate your influencing skills via group exercise