

# Networked and Influential

**in focus**  
MAGNIFYING POTENTIAL



## Why?

- You want to build better working relationships
- You're fed up with being misinterpreted
- You want people to act upon your ideas
- You want to be able to deal with 'difficult' people
- You don't want to keep being over looked
- You want to be talked about (in the best possible way!!)
- You want to make a difference
- You want to know how you currently influence and be able to build on that

## What?

Networked and Influential is an up close and personal look at building great relationships and how to influence with authenticity.

This is what we will cover:

### **Intro – Benefits of Influencing**

- Why influence? - Difference between influencing and manipulation
- A discussion of good/bad influencing styles
- What's the price of bad communication?

### **Context - What are the Rules of the River?**

- Every Organisation has rules both written and unwritten
- Identifying the rules of your organisation/division/team. What things get noticed, how do people advance within the organisation. Talk about the implications
- Haworth's 4 Organisational Cultures (Collaborate, Control, Create and Compete). Where does your organisation sit, where is your most effective style currently, how can you manage yourself within these cultures to be successful?

### **Them – Who are you seeking to Influence?**

- Relationship Mapping – Creating a map that identifies all the key players to the success of your work and analysing the role they play in making things happen?
- Relationship Building – The 4 Laws of Influencing
  - Rapport Building
  - Perceptual Positions – NLP exercise to allow you to see things from someone else's perspective
  - The role of Emotion and timing
  - Communication Styles

### **You – What do you bring?**

- Perception – What words are used to describe you? This is how to you influence without even trying

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- Influencing Styles – Identifying your preferred style (using a questionnaire) and comparing it to others. Understanding how to appreciate and manage each style
- Confidence - exploring how the level of confidence we feel can affect the way we behave and how to manage that
- Listening and unconditional positive regard – looking at how the way you listen can impact on how engaging you are

### Approach – Step by Step

- The Approach (reward) - Avoid (threat) response – understanding that we are primed to respond to external influences in specific ways
- Working on a current situation you want to exert influence on, we will work through a 5 step process, weaving in all the techniques covered

### Real Play

- Participants get to try out their approach and receive feedback
- Participants reflect on what has been most useful to them personally and create a three step plan to get them using their new ideas quickly (one of which will be going and influencing the situation they have worked on over the day)

### How?

1 or 2 day programme for between 8-12 people  
Seminar for up to 50 people

The In Focus team see it as their job to combine warmth and challenge to get to the truth of the matter. We know that people do the best in their business (and their lives) when they are being themselves and speaking their truth. And that's not easy. So we use coaching, facilitation, filming, video footage of masters at work, exercises, discussion and anything else that comes to mind to help individuals, teams and organisations grow into themselves.

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