



Friendly Persuasion: How to Get the Things You Want



Overview/Description:

While it's true that some people are intuitively good at persuading others, for most of us the most reliable path to success lies in knowing what we want to achieve and systematically deciding how we want to go about achieving it. Persuasion is a skill that everyone in the organization uses to accomplish goals. Used effectively, persuasion can lead to solutions that work in everyone's best interest. This workshop will provide you with communication techniques to get the results that you want and need.

Workshop Objectives:

At the end of this workshop, you will be able to:

Describe how to assess your own persuasive abilities

- Describe the results of your persuasion self-assessment
- Identify the steps that will make you persuasive

Describe how listening well can contribute to your ability to persuade others

- Identify techniques that can help you get what you want
- Describe ways to make sure that you get feedback during a persuasive dialogue
- Create a personal action plan to improve your persuasive abilities
- Identify the steps you will take upon completing this session



TARGET AUDIENCE:

EMPLOYEES LOOKING TO IMPROVE THEIR SKILLS IN PERSUASION



EXPECTED DURATION:

45-60 MINUTES