

Positive Influencing Skills in the Public Sector

Overview

The days of 'command and control' styles of management are long gone...thankfully! Contemporary workplaces are far more complicated than ever before and hence require staff and managers at all levels to adopt a far more thoughtful and subtle approach when working with others both inside and outside an organisation.

This session will look at some of the core skills required to influence and persuade others so that they understand and appreciate your ideas, concepts and proposals. This workshop goes beyond merely the assembly of facts and figures to explore how your communication and presentation style can 'positively influence' others. It will help you in dealing with staff, managing up, facilitating change and working with stakeholders.

Competency Framework:

Middle Manager Common
(ASO7- ASO8- MAS03)

Facilitator:

Scott Way

Duration:

1 half day
9:00am – 12:30pm
(8:45am registration)

Dates:

Please refer [here](#).

Location:

Level 6, 12 Pirie Street
Adelaide SA 5000

Inclusions:

Comprehensive
workbook, morning tea
and refreshments.

Cost: (Individual Session)

Professional Member: \$260
State Gov. Member: \$295
Corporate Member: \$305
Non-Member: \$325

Contact:

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e: enquiries@sa.ipaa.org.au

Content

Topics to be covered include:

- Understanding your 'market'.
- Recognising hot and cold buttons in others.
- Assembling your argument.
- Shaping and delivering your 'pitch'.
- Dealing with resistance.
- Preparing for the future.

Outcomes

By the end of this course you will be able to:

- Better understand the motivators of your key audience.
- Deliver a compelling message to others.
- Present new ideas and concepts.
- Positively deal with resistance and reluctance.
- Bring about changes while protecting relationships.

Who should attend?

This workshop will be of greatest benefit for those who are managing staff, having to manage up or deal with key stakeholders.

Benefits to you and your organisation

Those who attend will be better able to package and present their ideas and concepts and in so doing facilitate change and greater understanding. Your agency/department will benefit through your ability to persuade and influence others so that they have a clearer understanding of your communication.

Pathways:

This course is part of the extended series, **Emerging Executives and Development Series: A Pathway to SAES**. You can register for the entire series and receive a 10% discount or register for individual sessions that meet your needs.