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SPEAK TO BE HEARD: INFLUENCING OTHERS TO TAKE ACTION
with Stacey Hanke
$425 (US) per person

VIRTUAL SESSION (3-HOUR)

SPEAK TO BE HEARD: INFLUENCING OTHERS TO TAKE ACTION

You may not be as influential as you think you are! Most of us believe if we know our topic or if we feel good we must be good. One of the biggest mistakes we make is assuming how we feel determines how others perceive us. This session will give you the opportunity to take a closer look at whats really going.Todays fast-paced business environment requires leaders who can create impact and influence others with sound communication practices. But in todays world of emails and text messages, its easy to overlook the importance of face-to-face communication and the focus, discipline and hard work required to be influential. Whether youre influencing one of your employees, delivering a presentation or facilitating a meeting how you deliver determines whether or not others see you as credible, knowledgeable and trustworthy. Without doing this effectively, you inhibit your maximum potential to: influence, increase profits and build a reputation youre proud of.Stacey Hanke will help you eliminate the static that plagues communicative delivery - to persuade, sell your ideas, motivate and influence others to act on what you have to say.

STACEY HANKE

Stacey Hanke is author of two books; Influence Redefined... the Leader You Were Meant to Be, Monday to Monday and Yes You Can! Everything You Need to Know From A to Z to Influence Others To Take Action. Her books provide practical and immediate skills and techniques that have given thousands the ability to enhance their influence Monday to Monday. Stacey has presented to thousands of leaders, helping them to persuade, sell, influence and communicate face-to-face with a clear message. Through her work Stacey gives executives what has been described as the "greatest gift of all" - to see themselves as others see them.

TOPICS COVERED

INFLUENCE SKILLS (FOR ALL COMMUNICATION MEDIUMS)

REPUTATION MANAGEMENT; SEE YOURSELF AS OTHERS SEEYOU. ARE YOU AS GOOD-OR BAD AS YOU THINK YOU ARE WHEN YOU COMMUNICATE WITH INFLUENCE?
COMMUNICATE A COMPELLING MESSAGE THAT KEEPS YOUR LISTENER ENGAGED AND INFLUENCES THEM TO TAKE ACTION: VERBAL, NON-VERBAL AND WRITTEN.
PROJECT CONFIDENCE AND CREDIBILITY; BUILD TRUST TO BE HEARD AND UNDERSTOOD.
COMMUNICATE CONCISE AND CONSISTENT MESSAGES TO CLEARLY MANAGE EXPECTATIONS AND MINIMIZE MISCOMMUNICATION ACROSS CULTURES.
IDENTIFY HOW YOUR DELIVERY AS A TEAM IMPACTS YOUR MESSAGE AND CLIENTS EXPERIENCE.
CONSCIOUSLY AND DELIBERATELY COMMUNICATE IN A WAY THAT INFLUENCES OTHERS TO TAKE ACTION.
IDENTIFY HOW YOUR ABILITY TO INFLUENCE IMPACTS CLIENT RELATIONSHIPS AND THE VALUE YOU DELIVER.

IDENTIFYING YOUR MESSAGE

ESTABLISH A FRAMEWORK WITH LOGICAL STRUCTURE FOR REACHING A CALL TO ACTION.
DELIVER YOUR STRATEGY TO CLEARLY COMMUNICATE YOUR STORY AND PURPOSE.

FROM PREPARATION, DELIVERY TO FOLLOW UP, SUCCINCTLY COMMUNICATE YOUR VALUE PROPOSITION BASED ON YOUR LISTENERS NEEDS.
STRATEGICALLY INSERT VISUAL AIDS TO INCREASE LISTENER UNDERSTANDING AND ADD IMPACT TO YOUR MESSAGE.
IDENTIFY WHEN THE MESSAGE NEEDS TO BE FOCUSED ON YOU RATHER THAN THE VISUAL AID.

MANAGING CHALLENGING CONVERSATIONS

HANDLE OBJECTIONS AND QUESTIONS-AND-ANSWERS WITH CREDIBILITY, CONFIDENCE AND AUTHORITY.
MANAGE PERSONALITY STYLES, CULTURE AND DISTRACTIONS TO STAY ON TRACK, MANAGE TIME AND BUILD LISTENER TRUST.

HOLDING YOURSELF ACCOUNTABLEYOU WILL:

BE ASKED TO COMPLETE AN ACTION PLAN TO HOLD YOURSELF ACCOUNTABLE FOR YOUR DEVELOPMENT.
RECEIVE TOOLS TO AID IN YOUR DEVELOPMENT.
RECEIVE A COPY OF YOUR VIDEO RECORDED EXERCISES.

VIDEO-RECORDED EXERCISES

VIDEO-RECORDED EXERCISES INCORPORATED THROUGHOUT THE WORKSHOP TO INCREASE AWARENESS, PRACTICE AND APPLY THE SKILLS THAT ARE TAUGHT. (EXERCISES WILL BE SPECIFIC TO YOUR REAL-WORLD SITUATIONS.)

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
Phone: Email: Website: **https://ims-online.com/leadership-development//**