

Positive Relationship Building & Leading by Influence

Strong relationships and liaising with internal and external stakeholders is a core skill anyone could have. But to master trust, strong affiliation and conveying up-and-coming messages, is not simply about what is just spoken, written or emailed to the sender. Communication and presence both play giant factors in relationships. In order for your contact to connect with you, they need to perceive you as assertive, honest and reliable.

This virtual online course, is blended mix of psychotherapy and leadership approaches, focusing on the creative engagement and virtual interactive play, working your brain mechanism and consciousness. This is one of our signature courses in professional development which will aid you to identify your preferred communication styles in the workplace and to advance overlooked areas of your personal behaviour.

Positive Relationship Building & Leading by Influence is an online course within our Professional Development Skills series. At the Civil Service College, we tailor our courses to each attendee's role and organisations, ensuring that each delegate gets the most out of the training. Our courses and trainers are continuously updated and evaluated to ensure that we are always delivering the best service possible.

Aim

To provide participants with a clear understanding of:

1. Different communication styles and what happens when communication preferences in a relationship are mis-matched.
2. Increasing your influence by using a broader range of communication approaches.

3. What can psychology and economics tell us about how people make choices and decisions, and how can participants use that awareness for positive influence.
4. How to build effective relationships by establishing rapport, listening to understand, and asking the right questions.
5. How to maximise your influence by establishing clear goals and choosing the right people to influence.

Methodology

The training approach to be used, which governs the design and delivery of the training is based on the following principles:

- To actively involve the participants throughout the training
- To enable participants to share their thoughts and enquiries
- The training is designed based on the needs and expectations of the participants that are reflected in the pre-training questionnaire

Workshop methods and tools

In order to achieve the objectives of the training, the following tools and methods will be utilized:

- **Discussions:** throughout the training, participants will be encouraged to contribute to discussions and share their experiences and thoughts with the rest of the group. The discussions will be facilitated and coordinated by the facilitator in order to maintain the focus in the key areas of interest
- **Group work:** group work will be used in order to facilitate practical understanding of the issues and in order to enhance team working, team building and cooperation amongst participants

Sample programme

Agenda

Start 10:00

- **Social Dreaming Matrix: How The Group Unconscious and Group Dynamics Shape Us**
- **Tower Building Exercise: Reflections on How Groups Work and Your Role in Them**
- **Hidden Aspects of the Personality: Using Modelling Clay to Access Powerful Dimensions**
- **Imagining the Ideal Workplace: Mindfulness Exercise**
- **Real World Clinic: Finding your Preferred Style and Using New Styles On Current Difficulties**

End 16:00