

influencing upwards

SKILLSHOT™ clinics



Is influencing upwards a challenge for you?

Are you finding it difficult to convince your 'seniors' of the merits of your ideas?

"You can have brilliant ideas, but if you can't get them across, your ideas won't get you anywhere." Lee Iacocca

A key challenge facing many of us today is how to influence those more senior than ourselves.

Whether we are trying to secure buy-in, make change happen, stand out from the crowd or advance through the ranks, the ability to influence upwards plays a critical role in our success.

By effectively focusing on the three key areas of mind-set, connection and approach we can learn to pitch with conviction, impact and clarity.

In 3 hours you will

- Develop the required **attitude** to pitch effectively
- Learn how to **engage** your audience in seconds
- Learn how to switch focus **from 'idea' to 'benefit'**
- Develop **strategies** for dealing with **objections**
- Learn how to **keep your idea 'live'** and generate commitment to the next step
- Develop a **template** to structure your future presentations whether pitching formally or informally

SKILLSHOT™ approach

Our skillshot™ clinics are intensive, high energy, interactive, short-duration workshops.

We balance theory, to provide context, with practical application to promote impact.

You will be involved in a variety of work-related practical exercises, activities and role-plays, designed to build knowledge of the relevant principles and improve self-awareness.

Feedback will be given on your performance during each of the activities, focusing on both your strengths and improvement needs.

At the end of each clinic you will be asked to identify and commit to specific actions to apply in the work place.

Other SKILLSHOT™ clinics

Meeting facilitation skills

Maximising the effectiveness, efficiency and output of meetings

Assertiveness & conflict resolution

Learning how to control our behaviour in the face of adversity, enhance our assertiveness and turn disagreement into resolution

Managing change

Understanding change, our natural reaction to it, and how to control our, and others', progress along the change curve

Time management & mindfulness

Maximising our productivity through effective management of our priorities, thoughts, attention, focus and energy

Communicating with impact & gravitas

Using The Pyramid Principle to communicate with clarity, authority and impact

What next?

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