

Developing Personal Impact - Foundation

Being technically good at your job just isn't enough today – strong people skills are also essential. You must be able to communicate, influence and motivate your colleagues and clients to enhance relationships and improve business results.

Being able to connect with people and win their trust is vital. Many people, however, are surprisingly, left to acquire these skills through a process of trial and error.

Our practical and lively Personal Impact programme will increase your self-awareness and develop your interpersonal skills so you can create the impact you want, whatever the situation.

When it comes to making a Personal Impact, we think in terms of leaving something behind that wasn't there before; changing someone else's view, stimulating them, challenging or provoking them, inspiring or motivating them.

We use a number of tools and diagnostics on our Personal Impact programmes to help you analyse how you come across and how you might be able to adapt your style when dealing with other behavioural types.

Who is this Personal Impact module for?

Our Personal Impact foundation programme is valuable for anyone who wants to create a positive impact, a great first impression and put forward their views to colleagues or clients with confidence and conviction.

Benefits of this Personal Impact module

- Create a positive impact and impression with clients and colleagues every time
- Build rapport and communicate effectively with others
- Feel comfortable saying what you want, even in difficult or challenging situations
- Build self confidence and belief
- Assert your views with increased confidence and make an impact on others

- Raise your profile and make the most of the career opportunities available to you
- Practise powerful influencing techniques and get buy-in to your ideas
- Know how you come across to others and be able to adapt where needed
- Create impact in meetings, one-to-one situations and when you don't have much to say

What you will learn...

- First impressions
- Posture, body language and movement
- Presenting ideas with impact
- Connecting with people
- Developing your communication style
- Behavioural flexibility and personal style
- Assertiveness, confidence and belief
- Connecting better in meetings
- Raising your profile and enhancing your brand
- Influencing and persuading others
- Dealing with difficult people

If you would like to know more please contact **Trayton Vance:**

Enabling Visions Ltd

1 Friary
Temple Quay
Bristol BS1 6EA

Tel: 0117 344 5009

Email: enquiries@enablingvisions.com

Web: www.enablingvisions.com