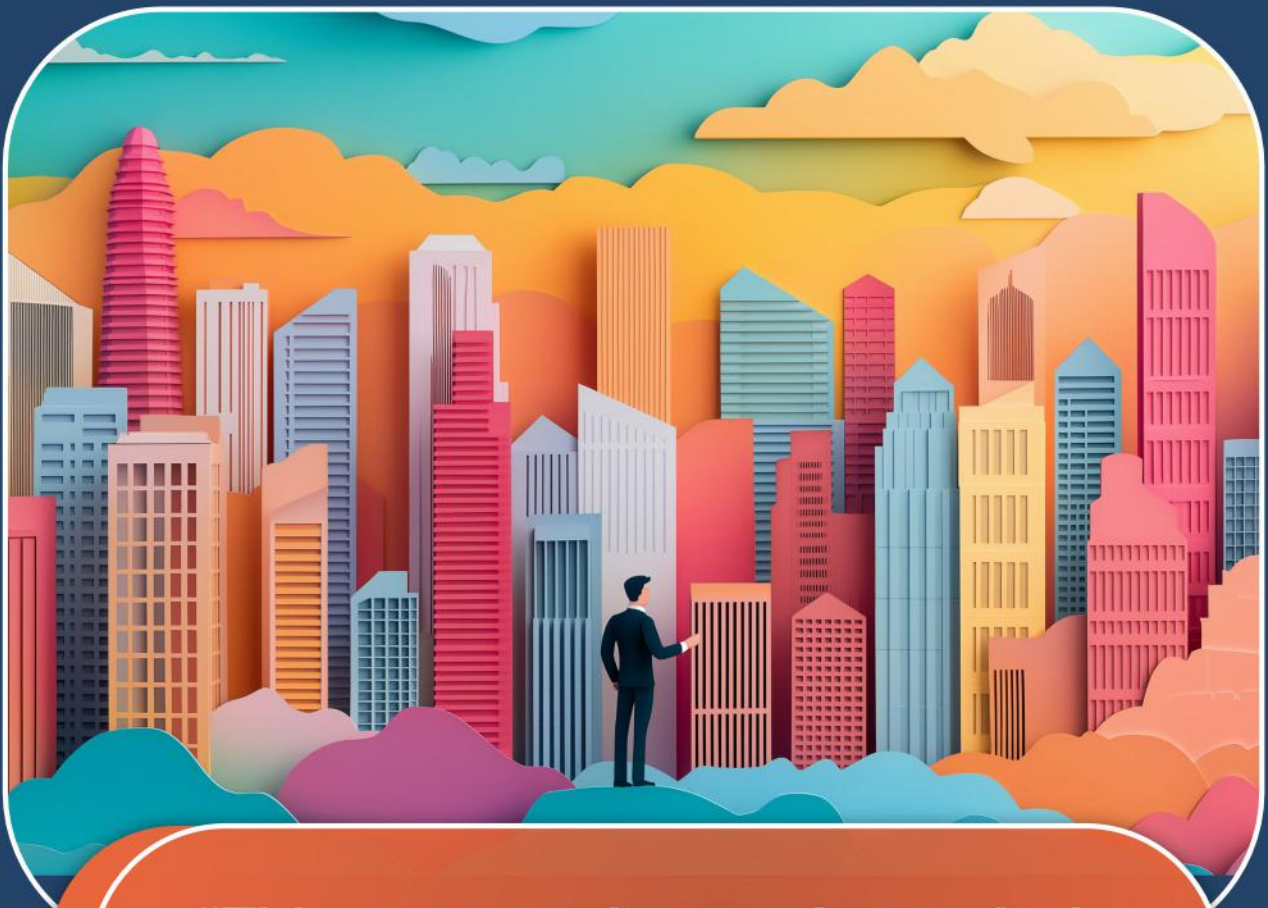




Influence For Results



“This course changed my whole perspective on how I communicate and influence.”

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About the Workshop

INFLUENCE FOR RESULTS

It's a three day workshop designed to improve your flexibility of style and range of influence approaches to get better results.

It will help you to have better conversations with your colleagues, customers and suppliers.

It's a very hands on experience.

We don't spend much time explaining or teaching; there's enough explanation to get you into it, and then it's all about trying things out and getting feedback from others.

This means you get the knowledge and skill development, but also some actual experience of using different styles. This helps you to put things into practice after the workshop.

You'll find this extremely helpful in preparation for upcoming key conversations with board members, key clients, peers or project teams.

Our focus on not just the words you use, but your voice and body language is key to your success.





Pre-workshop you'll choose colleagues to get feedback from on your impact and influence through our bespoke 360 tool. You'll meet your course leader for a 121 call.

Day 1 is about benchmarking your current performance, through feedback on your impact and sharing the results of your 360 feedback.

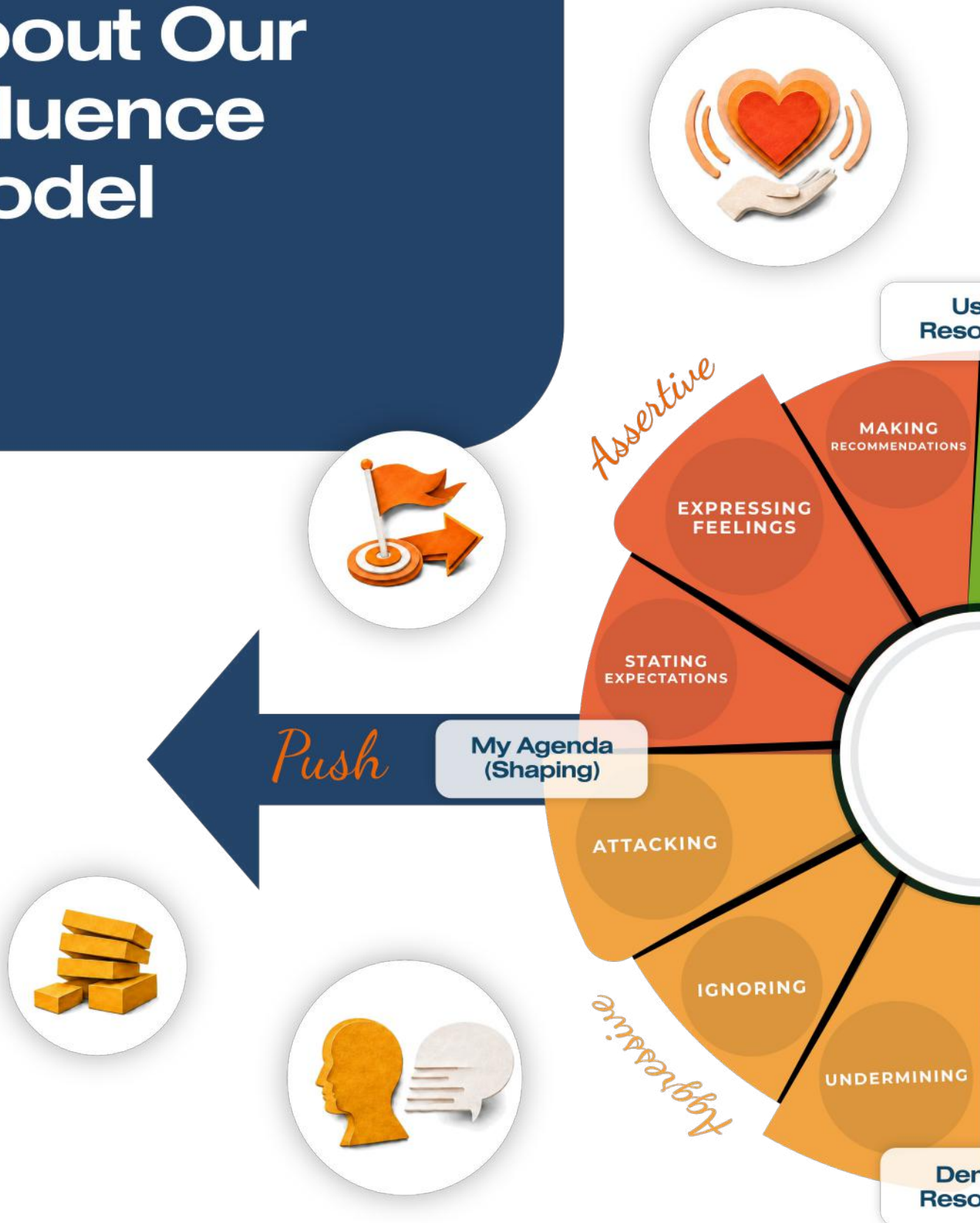
Day 2 is in-depth micro-practice of the influencing styles. This gives you experience of what works for you and what you need to focus on.

Day 3 is then about preparing for you to put your new skills into action.



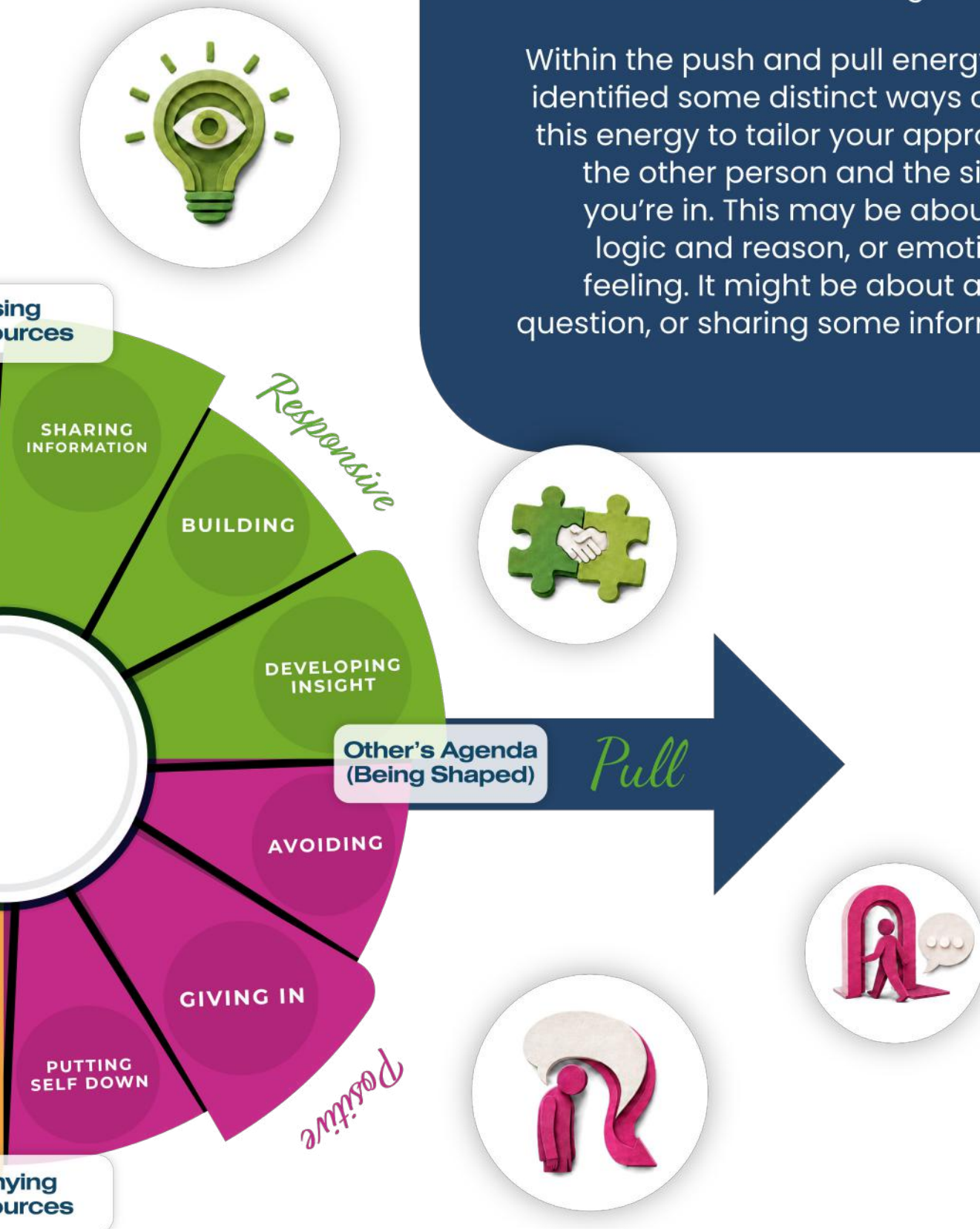
INFLUENCE FOR RESULTS

About Our Influence Model



The model is based on energy which you can use to push your agenda and look to shape the other person, or to pull the other's agenda. Both of these are effective influencing strategies.

Within the push and pull energy we've identified some distinct ways of using this energy to tailor your approach to the other person and the situation you're in. This may be about using logic and reason, or emotion and feeling. It might be about asking a question, or sharing some information.



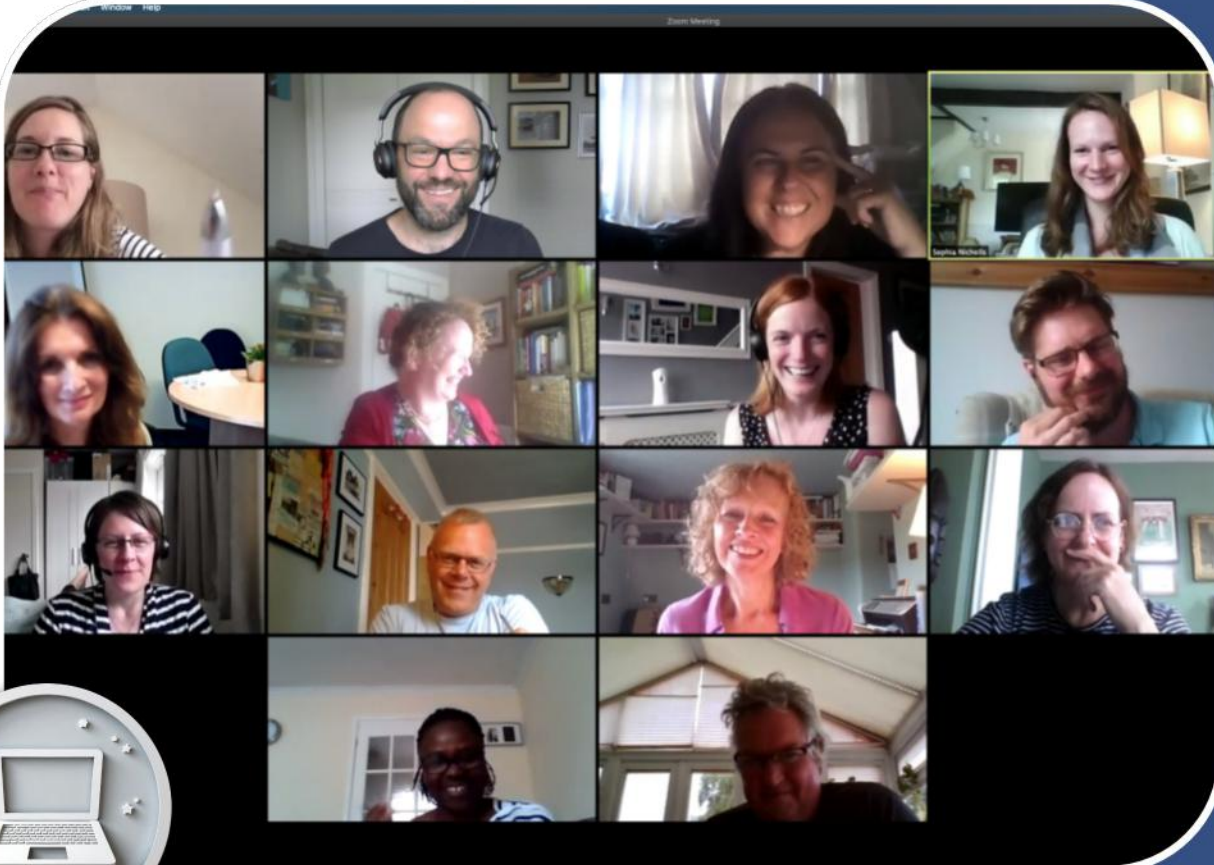
Online & In-Person

INFLUENCE FOR RESULTS

We create workplaces that enable the human spirit flourish. We believe that organisations are a series of relationships and by showing senior leaders how to be better at fostering and developing those relationships, there's an energising effect on the individuals and teams around them – sending a current that flows throughout the whole organisation, spreading ever-greater influence.

The result: an exponential impact on the overall performance.

“The workshop provided a challenging, supportive environment to learn how you impact on others, with some really useful tools to apply.”



What You Get

INFLUENCE FOR RESULTS

0.1

360 FEEDBACK

Our tailor-made 360 questionnaire helps you identify your strengths and development areas against the influence model.



0.2

PRE-CALL

Ahead of the workshop we speak with you to better understand you and your role, and how we can best provide you with what you need.



0.3

WORKSHOP

Three day feedback and ensure that most from you also mix with from other at diverse

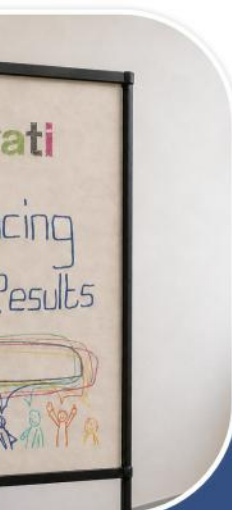


Visit levati.co.uk for latest times & prices

0.3

WORKSHOP

Hours of skilled
and attention to
you get the
your time. You
ach and learn
attendees in the
e group.



0.4

MANUAL +

All supporting materials,
including a 50-page
manual, video tutorials,
recordings to review your
learning, links to insightful
online material and a
handy influence card.



0.5

BOOST YOUR INFLUENCE

Access to our just-in-
time skills and knowledge
course for individuals in
influence. Contains 11
modules consisting of
practical elements and
video guides.



About Levati

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The result: an exponential impact on the overall performance.

DAVID NICOLSON



David has been a facilitator and organisation development specialist for over 20 years, both internally and as an external consultant. He's worked extensively with leadership teams in financial services, engineering, manufacturing, the arts and healthcare sectors.

ANNE OWEN



Anne has worked across many sectors including professional services, automotive, oil and gas and energy. She has Significant European and multicultural group experience working with senior leaders, coaching, leadership team development and culture change projects.

FRA

Fra occupies She works in the sector of organisational and team development helping relationships can

RO

Roge has extensive experience in individual and regional geographical worked and in now works

ANCES STORR



Frances is a chartered occupational psychologist. She works at all levels across organisations on leadership and organisational development and working with senior teams. She is skilled at helping people build trusting relationships where people can say what they mean.

JAMIE EMMOT



Jamie is a qualified change professional and coach. He is a member of the European Mentoring and Coaching Council and has experience working in a wide range of sectors including Financial Services and Manufacturing.

HELEN LOCKHART



Helen has worked in Organisation Development for over 25 years in both private and public sectors. She holds a Masters in Occupational Psychology and Certificates in OD and Systemic Team Coaching. She's previously worked at PWC and Sheppard Moscow.

GER COLES



Ger has over 20 years of experience working with individuals and teams across a range of sectors and geographical territories. He has worked internally with the BBC and in Financial Services and works internationally with a range of clients.

OONAGH GAFF



Oonagh has been a consultant and facilitator in leadership and organisation development for over 20 years. She works in both the public and private sector at senior manager and executive level. She is known for her ability to work at depth and reach the underlying issues.

JONTY LEICESTER



Jonty has a Post Grad degree in psychology and has worked with numerous consultancy companies in the UK and Sweden. He's worked with over sixty clients globally across sectors such as finance, government, consumer goods, utilities, and law across Europe, the US, and Asia.

Testimonials

INFLUENCE FOR RESULTS

“The workshop provided a challenging, supportive environment to learn how you impact on others, with some really useful tools to apply.”

“Pushing of all your boundaries and teaching some excellent influencing skills through clever facilitation.”

“A challenging and personally stretching learning experience that helps you to really think about how you can become a better influencer.”

“It was highly beneficial.... and I thought your facilitation of the three days was absolutely incredible.”

“I’ve already started to make changes to my approach, preparation and language and seen some good results. This is very real and applicable.”



levati.co.uk



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