



Peak Services delivers deep expertise in the local government sector. We understand the business of councils. Challenge us.

## IMPROVING YOUR INFLUENCING CAPABILITY (EM) – 1 DAY COURSE

AUDIENCE	SHORT COURSE TOPICS	LEARNING OUTCOMES
<p>This is one-day workshop is suited to <b>elected members and senior officers</b>. It will help improve their capacity to influence key stakeholders in the community, colleagues, fellow Councillors and senior officers.</p> <p>Influence is the lifeblood of leadership. Virtually everything we are engaged in is about persuading others.</p> <p>Influence is the capacity to get others to behave and think in a certain way willingly and ethically.</p>	<ul style="list-style-type: none"> <li>• What is influence and why is it important to Elected Members?</li> <li>• Your preferred influencing style and approach</li> <li>• Understanding the Influencing Capabilities Framework</li> <li>• Case studies in influential political leaders and their influencing style and approach</li> <li>• The investigation strategy</li> <li>• The calculation strategy</li> <li>• The motivation strategy</li> <li>• The collaboration strategy</li> <li>• 65 strategies for influence</li> </ul>	<p>At the completion of this workshop, Elected Representatives will be able to:</p> <p><b>Appreciate</b> their own influencing style and approach and its strengths and limitations;</p> <p><b>Apply</b> a wide range of strategies to become more influential; and</p> <p><b>Improve</b> their capacity to persuade others they deal with in their communities.</p>



COURSE DETAILS	
Delivery	<p>Our instructor-led training course provides participants with an interactive session including group discussions, case study reviews and Question and Answer sessions.</p> <p>Our trainers can customise or tailor the course to your specifications or needs and deliver in-house providing you with a cost-effective and efficient training session. This program is delivered by Dr. Tim Baker.</p>
Duration and Location	<p>Our standard structure for this course is 1 full day and can be delivered in any metropolitan or regional area of Queensland.</p> <p>Customisation is available based on individual council requirements.</p>
Fees and Inclusions	<p>Please contact Peak Services for course fees or a proposal for onsite/in-house training.</p>

<p><b>PLEASE CONTACT PEAK SERVICES FOR COURSE FEES OR A PROPOSAL FOR ONSITE/IN-HOUSE TRAINING PROPOSALS</b></p>	<p><b>REGISTER NOW</b>  <b>07 3000 2148</b>  <b>FIND OUT MORE</b>  <a href="mailto:training@wearepeak.com.au">training@wearepeak.com.au</a>  <a href="http://wearepeak.com.au">wearepeak.com.au</a></p>
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