



# Communicating With Influence

Give your team the advanced skills to manage and motivate employees, build closer relationships with prospects and clients. Cascade motivation from the top and secure RESULTS

## Aim:

Using advanced personal awareness, influencing and communication techniques, this 2 day Seminar provides **senior managers** with a) the personal skills to persuade, influence and motivate others leading to successful business growth and b) the ability to build better quality relationships to encourage key employee and/or client retention and repeat business.

## Topics:

The Communicating with Influence Seminar provides senior managers with the skills to:

- Build rapport to develop trust and responsiveness
- Develop critical listening skills
- Identify client/colleagues needs and their 'hidden agenda'
- Build desire in others to move forward
- Steer conversations to an amicable conclusion
- Determine common ground
- Recognise non-verbal cues
- Develop flexibility of style to deal with different people
- Facilitate high level motivation
- Move themselves and others to action
- Maximising personal impact
- Develop an insight into the psychology and power of personal persuading and influencing

## Skills Gained:

Communicating with Influence enhances senior managers' relationship building, negotiating and people development skills having the affect of more successful business growth, facilitating key employees in realising their full potential and having happier clients who want to come back.

This is one of ROM's most sought after seminars which is **tailored** to your specific needs – delivered at senior management level for those who hold the key to making the future happen.

## Results:

Clients consistently report the benefits of more clarity of thinking, control, effective leadership, improved morale and increased business as a direct result of this seminar.

## Who Should Attend?

Managing Directors, Directors, Associates, Key Account Executives, Business Development Executives, Sales Managers, Marketing Managers, Account Managers, Customer Service personnel and anyone in a customer facing and liaison role...

## What To Do Next?

Feel free to contact Caroline Suggett to benefit from these **powerful skills** and the **RESULTS** they can bring you. Caroline's contact details can be found below, and also on ROM's website - [www.rom-consultancy.co.uk](http://www.rom-consultancy.co.uk)