

## ***Influencing Skills Workshop***

Angel Hotel, Chippenham, SN15 3BW

**Friday 26<sup>th</sup> September 2014**

**10 am to 4pm**

**£150 (incl refreshments, Lunch, VAT and online booking fee)**

One of the greatest skills we can possess is the ability to get along with people in every day business and social situations, and to find ways to meet our mutual needs. This can only be achieved when we respect and are respected by those whom we are interacting.

Listening and understanding are the foundation stones to refining our influencing skills and offer us the key to obtaining Win/Win outcomes to our interactions. This workshop provides an opportunity to explore how different people have different preferences for working and behaving.

Workshop objectives:

- To learn how to influence others
- To enhance your interpersonal skills
- To understand how to apply your knowledge of different preferences for working using Insight Discovery Colours
- To apply your influencing skills to your personal life, organisation or selling.

**Facilitator Pamela Rawlins (PRA Consulting) has extensive experience of working with people in small and large companies including Blue Chips like Hewlett Packard and Marks & Spencer. She is a trained *Insight Colour Practitioner* and will use psychometric tools to show you how you can understand yourself and those you interact with better.**

**This workshop is ideal for anyone who needs to influence others. Business Owners, Department Heads, Sales or Customer facing teams. Its also suitable for anyone feeling manipulated or struggling to get their point across.**

To book go to <https://www.eventbrite.co.uk/e/influencing-skills-workshop-tickets-7623659571>