



POSITIVE INFLUENCING SKILLS IN THE PUBLIC SECTOR

This workshop goes beyond merely the assembly of facts and figures to explore how your communication and presentation style can 'positively influence' others. It will help you in dealing with staff, managing up, facilitating change and working with stakeholders.

Content

- Understanding your 'market'.
- Recognising hot and cold buttons in others.
- Assembling your argument.
- Shaping and delivering your 'pitch'.
- Dealing with resistance.
- Preparing for the future.

Outcomes

- Better understand the motivators of your key audience.
- Deliver a compelling message to others.
- Present new ideas and concepts.
- Positively deal with resistance and reluctance.
- Bring about changes while protecting relationships.

Who Should Attend

This workshop will be of greatest benefit for those who are managing staff, having to manage up or deal with key stakeholders.

Benefits to You and Your Organisation

Those who attend will be better able to package and present their ideas and concepts and in so doing facilitate change and greater understanding. Your agency/department will benefit through your ability to persuade and influence others so that they have a clearer understanding of your communication.

Competency Framework

Middle Manager Common
(AS07-AS08-MAS03)

Facilitator

Scott Way

Register

www.sa.ipaa.org.au
enquiries@sa.ipaa.org.au
08 8212 7555

Duration

1 half day
9:00am-12:30pm
8:45am registration

Dates & Bookings

See [IPAA SA website](#)

Location

Level 6, 12 Pirie Street
Adelaide SA 5000

Inclusions

Workbook, morning tea
and refreshments

Costs

Professional Members \$260
State Gov Members \$295
Corporate Members \$305
Non-Member \$325

This course is part of the Emerging Executives Program. Register for the full series and save up to 13%.

