

C-me Influencing with Impact Workshop Overview

Who is this workshop for?

In today's fast-paced, cross-functional business environment, success depends not just on having great ideas, but on the ability to gain buy-in, build alignment, and create mutually beneficial outcomes.

This interactive workshop is designed for teams who need to influence and negotiate effectively, whether that's gaining support for a new project, gaining approval for strategic initiatives, driving product adoption or delivering exceptional, personalised customer service.

What are the benefits of this workshop?

- Identify individual styles, uncover untapped strengths and pinpoint practical development areas to elevate performance.
- Learn how to flex influencing techniques for different audiences to increase buy-in and reduce resistance.
- Communicate with clarity and credibility, building trust and stronger stakeholder alignment through a deeper understanding of motivations and priorities.
- Recognise what truly drives decision-making, anticipate objections before they arise, and position ideas in ways that resonate.
- Understand how written and verbal tone, structure, and delivery shape perception, credibility, and outcomes.
- Apply practical tools to real negotiations and current client scenarios for immediate impact.

Additional workshops available ...

- Stress and resilience
- Team cohesion
- Leadership development
- Communication and Conflict
- Change management

