

C-me Influencing with Impact Workshop Agenda (2hrs 30mins)

- 5mins** Intro and aims
- 5mins** Reminder of Jungian axes
- 10mins** Colour approach to influencing - exercise 1
- 10mins** Review of profile - exercise 2
- 10mins** Effective and Ineffective comms - exercises 3 and 4
- 20mins** Influencing scenarios - exercises 5 and 6
- 10mins** Break
- 15mins** Verbal and non-verbal comms styles - exercise 7
- 10mins** Your team - exercise 8
- 10mins** Influencing drivers and blockers - exercises 9 and 10
- 10mins** Planning a presentation - exercise 11
- 15mins** Final reflection

