

INFLUENCE. IMPACT. INSPIRE.

INFLUENCE

247

WIN PEOPLE OVER

BY

INFLUENCE SOLUTIONS

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER

A customised profitability enhancement initiative based on Karen Leong's revolutionary book (English & Mandarin editions)

For those who don't want to settle for just the satisfactory, but seek **REMARKABLE RELATIONSHIPS** and to **LEAD INSPIRINGLY.**





10 FANTASTIC REASONS

HOW THIS EXPERIENCE WILL RAISE YOUR GAME:

- 🎙️ Identify your inner resources, how to strengthen them, and leverage them to lead yourself and influence others more effectively and naturally
- 🎙️ Gain insights into your natural influencing style and identify others' influencing profiles
- 🎙️ Enhance your versatility in influencing people, regardless of their position, profile or personality types
- 🎙️ Re-energise the way in which you engage and manage (internal and external) stakeholders
- 🎙️ Master the framework intuitive influencers use to win people over effortlessly
- 🎙️ Obtain the keys to building rapport and developing deeper connection rapidly
- 🎙️ Takeaway simple yet powerful steps to increase likeability and respect
- 🎙️ Sustain easy, natural conversations of influence in all situations
- 🎙️ Cultivate and maintain a winning attitude
- 🎙️ Walk-away with a personalised action plan that helps you achieve desired results



INTERACTIVE IMPACTFUL INSPIRING

Influence 247 is a high impact experience, based on the book 'Win People Over - 75 Simple and Powerful Ways to Influence Anyone' by Karen Leong.

Influence is not just a work-skill but also a life-skill. The audience learns to demystify influence into it's two pillars and accelerate the process of influence with anyone, hence boosting their confidence in being a versatile influencer.

People are guided into an empowering journey of where they learn to go beyond the transaction to establish rewarding relationships with their bosses, clients, colleagues and other stakeholders.

Join the thousands of executives and leaders who have experienced the transformational impact of the Influence 247 system and online profiling tool.

Activate the influencer within.

PROGRAMME AGENDA

DAY ONE

MODULE 1: LAYING THE FOUNDATION

- Setting personal expectations and desired results
- Realising the advantages of being an effective influencer and how you can use influence to enhance productivity and profitability
- Developing a simple, effective personal action plan to achieve results

MODULE 2: SELF-AWARENESS & SELF-LEADERSHIP

- Identifying your inner skills and resources
- Simple, yet powerful techniques to leverage these resources
- The power of perception and how it impacts reality

MODULE 3: PILLARS OF INFLUENCE

- Understanding the two pillars of influence
- Learning the Influencing profiles, identify your default style, and how to recognize them in others
- Developing the versatility to influence different personality and behavior types

MODULE 4: THE INFLUENCE PROCESS

- Understanding the mechanics of yielding influence effortlessly and effectively
- Mastering the art of making favorable first impressions every time
- Learning powerful conversations that build rapport rapidly and deepen emotional connection

DAY TWO

MODULE 5: LEVERAGING THE 5 C'S TO EXERT INFLUENCE EFFORTLESSLY

- Learning how to enter the zone of maximum trust
- Enhancing likeability and respect through simple actions
- Gaining the versatility to influence a variety of personalities

MODULE 6: STAKEHOLDER ENGAGEMENT

- Identifying the stakeholders we need to influence
- Gaining clarity on how to influence individual stakeholders most effectively
- Increasing engagement by nurturing rewarding relationships

MODULE 7: MAKING IT REAL

- Applying the influence process to enhance effectiveness in real scenarios
- Evolving powerful approaches to current work-life challenges
- Achieving immediate wins that open the door to big results

MODULE 8: REVIEW AND REFLECTION

Gaining clarity and a wider perspective
Honing your confidence in unleashing the influencer within
Setting a new direction - walk out with a simple action plan that resonates with you

OUR FRAMEWORK HELPS PEOPLE & ORGANISATIONS TO ACHIEVE VISIBLE RESULTS

1. **SUPPORT TO SUSTAIN THE DESIRED TRANSFORMATION.** The best of programmes often fail to achieve sustainable results since the push and pull of daily life overwhelms participants. We help to sustain the transformation by providing long-term, continual support and reinforcement through:

- a. Pre-work and reflection before the workshop that help people plan their learning.
- b. Reflection Reminders sent to every participant 4-6 weeks after the workshop.
- c. Learning Journey Buddy arrangements
- d. Letters to self
- e. Follow-up one-to-one coaching, if required.

These inspire people to stay focused on achieving personal and organisational goals.

2. **EMPOWER INDIVIDUALS TO EMBRACE LEARNING.** Our solutions are based on the belief that all human beings are born creative, intuitive and intelligent. We help people to realise that true mastery lies in exploring viewpoints beyond their own, and the continual application of learning.

3. **ALIGNMENT OF PERSONAL AND ORGANISATIONAL GOALS.** People become invested in the success of a program when they understand it is about their personal and professional success.

4. **SHOWCASING VALUE.** People take action only when they fully appreciate the value of doing so. Our programs highlight and demonstrate the practical benefits of the topic.

5. **THEORIES INTO ACTION.** No matter how powerful a theory, it delivers little value unless people are able to convert it into **simple, repetitive** and **visible** actions that help them to achieve the desired results.

6. **HIGH APPLICATION TO THEORY RATIO.** Our programmes are highly experiential, with a 30-70 knowledge-application ratio. We employ a blend of training and coaching to ensure every participant gains:

- a. CLARITY - In understanding and applying the key concepts
- b. CONFIDENCE - In implementing these concepts and ideas
- c. COMMITMENT TO ACT - Leaving with a clear, personally chosen action plan

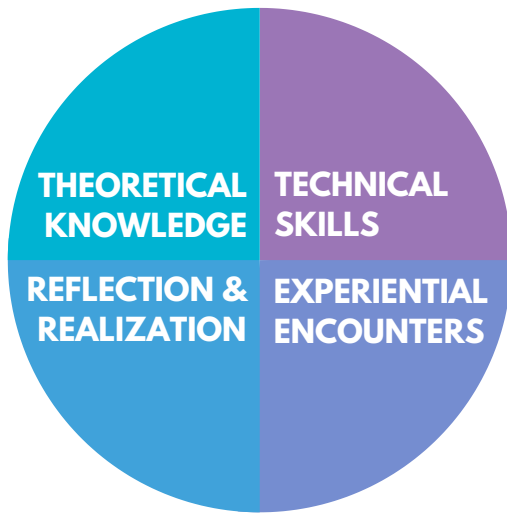
This ensures participants leave every workshop with a simple and well-defined action plan, which they can use naturally and effortlessly.

7. **FLEXIBLE FORMATS.** To ensure optimal learning and the least work-disruptive experience, our programmes can be delivered in a variety of formats - from 2-day masterclasses, to one or half-day workshops, 60-minute keynotes, or a customised blend of face-to-face and online learning.

COMMUNICATE TO INSPIRE AND INFLUENCE

OUR ACTION-BASED LEARNING METHODOLOGY

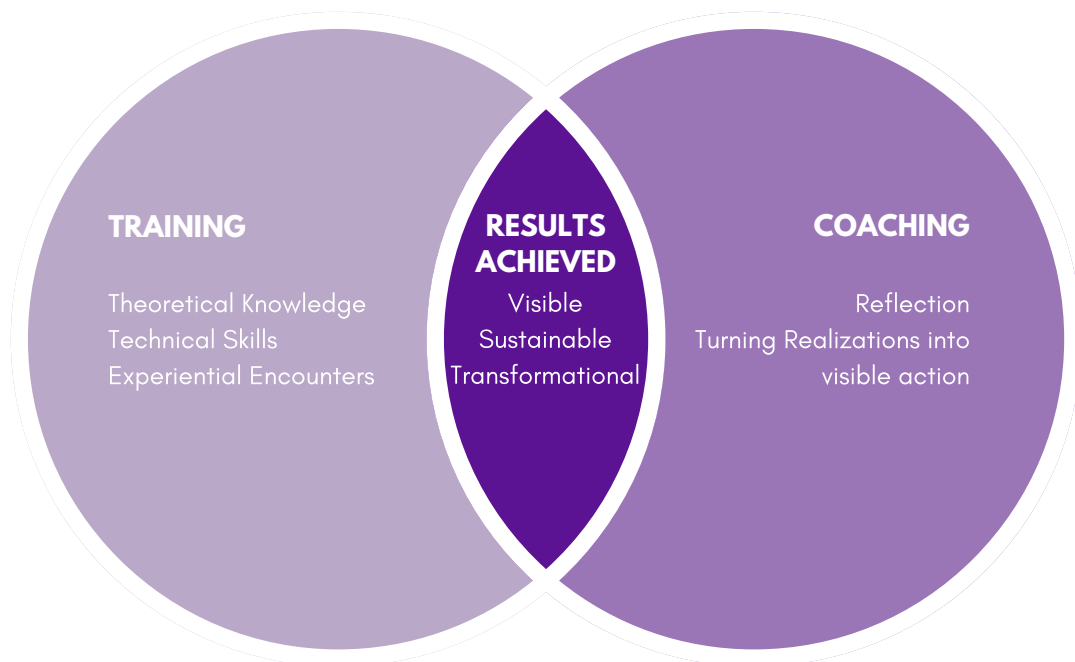
The foundation of all our programmes is a unique Action-based Learning Methodology designed to produce lasting, personal, relevant, and actionable realisations.



The Action-based Learning Methodology has four distinct modes of knowledge production: theoretical knowledge, technical skills, experiential encounters, and reflection and realisation.

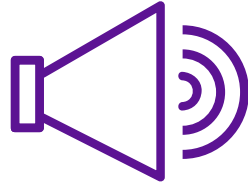
The use of these multiple methods to engage and challenge participants generates the buy-in, commitment, and connection needed to ensure sustainable transformation, and thus, the increase in profitability and productivity.

OUR ACTION-BASED LEARNING METHODOLOGY



Our unique action-based methodology enables participants, not just to expand their horizons by seeing other concepts, but also to identify Simple-Repetitive-Visible actions, which they can use to implement the concepts, at work and in their personal lives.

ENABLING YOU TO ACHIEVE WINNING OUTCOMES



IDEAS ARE ONLY AS POWERFUL AS THE
MANNER IN WHICH THEY ARE COMMUNICATED

INFLUENCE SOLUTIONS

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER

***F**uture-ready ***I**nnovative ***R**elevant ***S**trategic ***T**rusted

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