

program outline

Influencing



Content:

- Exploring needs analysis techniques through listening and questioning
- Targeting and Qualifying Clients
- Understanding your influencing behavioural styles
- Techniques to identify your client's influencing behavioural style
- Understanding the Stakeholders to focus your pitch
- Positioning winning themes
- Positioning and structuring your message
- Preparing your pitch
- Individual presentations and extensive feedback
- Participants will be given a video of their presentations for analyse
- Delivery techniques
- Handling objections
- Influencing the outcome through framing the message

Outcomes:

- Framing and influencing the mindset of stakeholders
- Creating a concise and structured message
- Preparing a pitch to ensure a persuasive argument
- Adjusting strategies and pitch to the specific needs and characteristics of stakeholders.

We customise and tailor to your specific requirements. For more information please call us on 9844 2999 or e-mail talkforce@talkforce.com.au.