

Centre i presents a master class

Tuesday 4th March 2008, 08.30-12.30

ST BRIDE FOUNDATION, Bride Lane
Fleet Street, London EC4Y 8EQ

Influencing others with ease

Results

By the end of this workshop you will have the knowledge to develop the skills to be able to:

1. Influence others, regardless of position or status
2. Work out what 'hot buttons' other people have
3. Discover exactly what it is that will make your idea or product irresistible to others
4. Influence groups as well as individuals
5. Sell almost anything to almost anyone

Your Facilitator

David Wilkinson is the author of 'The Ambiguity Advantage: what great leaders are great at' and a master facilitator and coach. He has served in the Army, the Police and was latterly an academic and was Head of Professional Development at Cranfield University. Educated at Oxford, David is an expert in dealing with ambiguity and leadership development, especially in disaster and crises situations. He teaches regularly around the world including in Saudi Arabia, South Africa, The US, Malaysia and in many universities including Oxford, Oxford Brookes, York, Cardiff, and Essex for example.



The **A**mbiguity
Vdvantage

Influencing others with ease



Content

- What people give away about themselves without knowing
- How to decode almost anyone's 'hot buttons' – the secret 'how to sell to me' data that we all give off
- What makes something irresistible to someone
- Influencing step by step for results that will amaze you

Who is it for

Everyone who needs to influence others. This workshop is particularly useful for:

- Leaders, managers
- Sales and distribution
- Project managers

In fact anyone who needs to convince others with ease.

Useful when

- You need to get plans or ideas approved / agreed
- Want to persuade others to do things
- Dealing with reluctant people
- Dealing with difficult people
- Sales
- Becoming influential

Workshop Plan

0830 – Welcome, introduction and overview

0845 – Personal agendas – what you want out of this session

0850 – The attributes of influence

0930 – The power of non verbal communication to influence

1000 – Coffee

1020 – The hidden language that tells you how to influence others – what people don't know that they are giving away that you can use to influence them

11.30 – Influencing groups with ease

1200 – How to sell ideas, products or anything

12.45 – Questions, summary and next actions (plus an invitation to free online support)

1230 - Close

Synopsis

This workshop has been specifically designed so that you can learn quickly and easily what makes others tick, and be able to decode anyone's secret language and perspective so as to know exactly what you need to do to influence them with ease. Designed and run by a psychologist and experienced coach this is a very popular and highly praised workshop

What previous participants have said:

"Amazing! I had no idea how readable people are. Scary really!"

"I hope that no one else from my company attends. I should be the only one who knows about this - the power!"

" I am stunned. I almost feel guilty knowing this stuff, I can't wait to use it at work!"

"We need to talk about having my sales team trained up on this. As a sales technique it outstrips anything I have seen in over 23 years of professional sales experience."

"Contact me next week. I think we can keep you busy running these for us (and keeping it away from the competition!)"

"Gets my vote as the best course I have ever been on"

Participant Details

Title {Dr, Mr, Ms, Mrs} First Name

Family Name

Job Title

Department

Company Name

Address

Postcode

Town..... Country

Tel No

E-mail.....

Signature:

I have read and understand the cancellation policy and agree with the terms and conditions

Investment

Only £220 (+vat) including all materials and complimentary post workshop

Support via an online forum or only £320 (+vat) 2 workshops

Special Offer – Bring two colleagues and you come for ½ price!

Book Before 10 February for additional 10% discount

How to pay

Credit / debit card

Card Number:

Expiry date:

Issue Number (for switch):

Valid from:

Amount GBP:

Cheque

Please find enclosed a cheque for the amount of GBP made payable to Centre i Ltd.

Please invoice me (please circle)

Sterling

Euro

In-house workshops, coaching and advice

Centre i provides bespoke training courses on all of our workshops.

For more information please contact

Jane Wright on either:

Email: Jane@centrei.org

Or +44 (0) 7894 708404

Booking conditions

1. Bookings can be submitted at any stage prior to the event, subject to availability. We strictly limit the numbers of participants on workshops so that you can talk with the experts – these workshops fill up quickly and booking early is therefore recommended. In the event of the booking not being accepted we will of course refund the total amount paid.

2. Payment must be received in full prior to the course.

3. If the delegate cancels after the booking has been accepted, the delegate will be liable to the following cancellation charges:

- Cancellations notified over 45 days prior to the event will not incur a cancellation fee.
- In the event of a cancellation being between 45 and 30 days prior to the event, a 20% cancellation fee will be charged
- For cancellations received less than 30 days prior to the event, the full delegate rate must be paid and no refunds will be available.

4. All bookings submitted by e-mail, fax, or over the telephone are subject to these booking conditions.

5. All cancellations must be received in writing.

6. Centre i Ltd. will not be held liable for circumstances beyond their control which lead to the cancellation or variation of the programme.

7. All bookings, whether UK or overseas will be charged UK VAT

8. The prices quoted in Euros are the correct conversion rate at the time of print

9. Centre i Ltd. reserves the right to reject any booking at any time prior to the event, without explanation.

Data Protection

Your details will be added to the Centre i database in order to process your booking and inform you of related events and products. If you do not wish to receive any further information or special offers from us please contact us and we will remove your details from the database. We, like you, don't like getting unsolicited email which is why we will not sell your information to others for any purpose - ever.

PLEASE NOTE

Centre i Ltd. cannot be responsible for assisting potential delegates in obtaining visas to the country in which this event is being held. Delegates are responsible for their own travel, accommodation and visa requirements.

Ways to register

1. Online at

<http://www.centrei.org/workshops>

2. Fax: this form on +44 (0)1865 331776

3. Tel: +44 (0) 20 8133 5091

4. E-mail: jane@centrei.org

5. Online: www.centrei.org/

6. Post to: Jane Wright Centre i Ltd.

4 Gulley Row, Merton, Oxford

OX25 2UH

To save money on this workshop

1. Book before 10th February 2008 to claim your early bird discount*

2. Book in groups, please call for a group discount.

Hotel & Accommodation

Please contact us if you require assistance with finding accommodation.

For more information, please contact

Jane Wright on +44 (0) 7894 708404

Or email: jane@centrei.org

Money back guarantee

If this workshop doesn't give you the knowledge required to influence others and you are not completely satisfied that you are better equipped as a result of attending, we will refund your money- without question. Every participant on this workshop has been delighted with the results

Investment

Only £220 (+Vat) including all materials or only £320 (+vat) for two workshops.

Bring two other paying participants and you come for ½ price!

Time required

Only 4 hours. Because you are busy, this is a focussed and concentrated workshop which has been specifically designed to give maximum benefit in the best possible time and includes post workshop support via an online forum.

See the full series of workshops at

www.centrei.org/workshops.

Centrei Ltd.

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For the full range of workshops visit www.centrei.org/workshops