



Be Better, Live More, Achieve Great things

The Influence Project

WHY – Many leaders and professionals (consultants, business development executives, and individual contributors in corporate functions) struggle to influence the decisions of key stakeholders to get their commitment, compliance and support to seal deals and get projects over the line. In many cases they simply don't have the skills and confidence to effectively influence and negotiate to get what they need to succeed. They need a simple and practical development experience (beyond the traditional knowledge based resources and programmes) to help them master the skills to succeed in this critical area.

WHAT – This programme is a high impact, learning while doing experience. We provide interesting and relevant information, useful tools (like the Playbook for Influence) and ample opportunities to help participants prepare, practice and master vital influence and negotiation skills. Participants get feedback and individual coaching to further help them on the road to significant impact.

HOW – Participants bring their real projects to the programme and get the opportunity to develop effective influence and negotiation playbooks and skillsets in our hybrid development system. This programme includes the following development elements:

Development System Deliverables

Projects and content themes aligned and customized to client strategy, realities, and culture

Individual Wholebrain (HBDI) profiles

Workshops for business alignment, content discovery and discussion, application exercises and simulations, playbook preparation, and reflections on growth and results.

PracticeFields to pitch project playbooks and get peer feedback.

Individual coaching sessions to shape individual presence and craft playbooks for influence success.

Duration and delivery options

The duration for the customized classic programme is 12-16 weeks depending on design options and operational realities. It is usually delivered in a hybrid face to face / virtual or fully virtual formats.

Why would you want to do this programme?

- √ Develop a presence and playbooks that make you more effective and successful
- √ Land the major deals and deliver the breakthrough projects
- √ Become the player others want to work with in their quest for success

What are the content themes we will be focusing on?

- √ Understand the science and practice of influence
- √ Shape (and manage) your profile and presence for impact
- √ Develop Playbooks for Influence
- √ The Trust Equation in practice
- √ Basic negotiation practices

The Playbooks for Influence tool has proven to be a very powerful feature of this programme. Our clients thought it guides preparation and brings clarity, focus and confidence in the crucial influencing moments. Participants say the Wholebrain Thinker Profile and peer feedback helped them to get a much better understanding of their present style of influencing, and they managed to build stronger relationships, influence commitment, and negotiate deals for extraordinary results as a result of the programme.

Please contact Willem Steyn on +27 (0) 823732274 or on willem@bluepeaks.co.za for more information or a discussion on application options. Read more about us and the other programmes in our development portfolio on www.bluepeaks.co.za. We can also custom design bespoke programmes to create the development solutions that will work best for you.