

# Engaging with Influence

**Do** you wish you could enhance your confidence when dealing with professionals from other disciplines and stakeholders?

**Do** you wish you could frame your conversations in a way that convinces others sooner rather than later?

Engaging with influence provides tools and knowledge to assist you to build your professional credibility and impact with other professionals, senior management and community members. It offers key professional development skills for our engagement context.

## AIM & OBJECTIVES

### Aim

The aim of Engaging with Influence is to help our engagement practitioners enhance their professional presence.

### Objectives

The objectives of Engaging with Influence are to:

- Examine the context in which you work and need to positively influence the views of others
- Explore ideas for engaging with more senior colleagues and clients
- Examine key models to build respect and relationships
- Build a repertoire of skills to practise.

### Learning Outcome

By the end of this course you will have the skills to enhance your professional impact and presence.

## Content

- Professional standards for ethical practice – enacting IAP2's Core Values
- Professional development and building your credibility for genuine engagement:
- The skill of persuasion (Williams and Miller, 2002)
- The skill of influence without authority (Cohen and Bradford, 2017)
- The skill of conversations (Block, 2018)
- Creating an action plan for internal engagement

## The most useful aspect?



What our previous participants have said:

- Connecting evidence – in terms of recognised theory – with our context.
- Practising in a collegiate environment.
- Influence mapping.
- Activities and access to the trainer as an expert to share experiences and ask for guidance.



Learn more or register at [iap2.org.au](http://iap2.org.au)