

Scandinavian Academy
Training Center

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Riyadh - Al Khaleej District - Sheikh Abdul Aziz Bin Abdul Rahman Bin Bishr Street - 13223 - Office No. 5 | P.O.BOX : 13224

Course: Impact Through Influence

Code	City	hotel	Start	End	price	Language - Hours
LC-826SA	Dammam	Hotel Meeting Room	2027-11-14	2027-11-18	9950 SR	En - 25

Introduction

Being a strong and effective leader requires clear insight into your own approach to persuasion, negotiation, and communication. This program will empower you to investigate your own influencing style and cultivate the confidence to use your strengths to maximize your impact at work.

General Objective

To enable participants to explore and enhance their influencing style, develop confidence in their ability to impact others, and learn strategies to build trusting and effective working relationships in various organizational contexts.

Specific Objectives

- Gain insight into personal influencing approaches and their effectiveness.
- Develop confidence to influence stakeholders at different levels within and outside the organization.
- Adapt influencing styles to different individuals and contexts for maximum impact.
- Use new skills and principles to build effective working relationships based on mutual trust.
- Practice key skills and strategies necessary for persuasion and negotiation.

Target Audience

This program is designed for individuals who want to unlock their potential by learning

how to maximize their impact on other people and situations. It is particularly suitable for:

- Managers and leaders with experience in team management.
- Professionals looking to hone their sales and negotiation skills.
- Individuals aiming to improve their ability to influence internal and external stakeholders.

What Participants Will Learn

- Insight into their own influencing approach and an understanding of how to use it effectively.
- Confidence to influence stakeholders at various levels inside and outside their organization.
- Adaptation of influencing styles to different individuals and contexts.
- New skills and principles to build effective working relationships based on mutual trust.
- Practical application of skills learned through immersive simulations and exercises.

Course Outline

Day 1: Exploring Personal Influencing Style

- Introduction to the importance of influence and leadership
- Analyzing personal influencing style
- Strategies for building trusting working relationships
- Real-life case studies
- Reflection on personal experiences and feedback
- Self-assessment and goal setting

Day 2: Developing Influencing and Communication Skills

- Effective communication skills

- Negotiation techniques
- Role-playing exercises to practice communication and negotiation
- Peer review and constructive feedback
- Building communication plans

Day 3: Influencing Internal and External Stakeholders

- Influencing within the organization
- Strategies for external stakeholder influence
- Practical exercises with peers and actors
- Debriefing and sharing best practices
- Stakeholder mapping and analysis

Day 4: Building Effective Relationships

- Principles of building relationships based on mutual trust
- Collaborative problem-solving
- Team-building activities
- Analysis of successful relationship-building examples
- Creating relationship-building action plans

Day 5: Applying Skills in Real-World Scenarios

- Adapting influencing styles to different contexts
- Immersive simulation exercises
- Reflection and feedback
- Developing a personal action plan for implementation

The Scandinavian Academy for Training Center adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training Center.

Program Timings: 9:00 AM to 2:00 PM

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.
- A closing ceremony on the final day to distribute certificates and celebrate participants achievements.
- **Note: All prices are exclusive of 15% Value Added Tax (VAT).**

Our Success Partners

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