

The Power Of Influence

A 2-days intensive course by
Akashdip Singh

... drawing from his vast experience in dealing with internal and external customers and managing customer relationships.

With more than 13 years corporate experience, combined with his international exposure, Akash brings valuable insights to the training room.

Who will Benefit?

- ✓ Management Staff (All Levels)
- ✓ Executives
- ✓ Sales Staff
- ✓ Technical and Non-Technical Staff
- ✓ All who require to have edge to influence others.

The ability to influence yourself and others is essential to you, as well as to your organization.

In the corporate world, managers or supervisors often face a situation where they either have to be authoritative or persuasive by using the power of influence. In reality, the power of influence helps to maintain balance in an organization. It helps to strengthen relationships between departments and units in an organization. Influence can help to guide people in an organization to follow the idea of the person who is influencing. The power of influence is not only limited to an individual but also the company's influence in a certain market of a certain industry.

In a nutshell, understanding the power of influence can help companies to have a solid strength of relationships between departments. It also helps companies to increase their market share in a particular area; contributing to the organization's profitability.

This program helps participants to set their posture to influence others or a certain market. It also explains why, when and how to influence people by their terms through understanding how to deal with people better.

Participants will be exposed to games and will be involved in case studies as well as presentations which will help them to understand better towards effective negotiation.



For more information, please contact

IDC TRAINING HOUSE SDN BHD

TEL: 03-7956 5126

WWW.IDC-TRAINING.COM

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Trainer's Background

Akashdip Singh, has more than 13 years of corporate experience and involved in the Training and Development field for more than 10 years. This gave him a special edge to share his knowledge in the areas of Motivation, Management and HR related topics, Presentation Skills, Team Building, Goal Setting, Customer Service, Customer Relationships, Supervisory Skills and issues related to People Skills.

Akash graduated with a Bachelor of Mechanical Engineering (Hons) Degree from University Technology of Malaysia (UTM); which meets the current academic requirement for standing as a Professional Engineer in Australia.

He started his career as an Engineer with Maxis Communications and later on, moved into managerial position. His last held position was as a Project Manager with YTL. He did his internship with Tenaga Nasional Berhad and Rothmans of Pall Mall. He has sound knowledge and rich experience in the Telecommunications, Energy and Manufacturing field.

One of Akash's main job responsibilities in his corporate capacity was to ensure customer satisfaction is not only met, but exceeded. He has vast experience in dealing with internal and external customers and managing customer relationships. Utilizing on his sound technical and people skills, Akash was assigned a key role as the coordinator between the technical and non-technical departments.

His passion lies in developing people by sharing his experience and exposing them to a variety of corporate games, then relates the learning to their work and life. Participants become self-motivated and more productive in their daily job functions. As a result, this benefits the companies they work for, in terms of output and profitability. Akash makes trainings extremely lively, full of zest and just simply creates magic in his sessions.

More than 10,000 executives have benefited from Akash's trainings / speeches. Some of his corporate clients include

- ✓ ALSTOM
- ✓ Intercontinental Specialty Fats Sdn Bhd
- ✓ Malakoff Sdn Bhd
- ✓ Malaysian Assurance Alliance (MAA) Bhd
- ✓ Maxis Communications

Akashdip has vast experience conducting trainings in Malaysia, United Kingdom, Australia, Singapore, Indonesia, India, Philippines, Thailand, Uganda, Kenya, South Africa and Zambia. He speaks fluent English and Bahasa Malaysia.

Topics to Be Covered

Session 1 - Ice Breaking and Overview

Session 2 – The Power Of Influence – The Beginning

Session 3 – The Power Of Influence – Self

- ⇒ Setting Your Posture
- ⇒ Having A Greater Self Awareness

Session 4 – Why and When To Influence

- ⇒ Why Influence Others
- ⇒ When To Influence
- ⇒ Creating The Opportunity To Influence

Session 5 – Influencing Others

- ⇒ Dealing With People
- ⇒ Creating The Virtual Bridge
- ⇒ The Power of Name
- ⇒ Using The Right Words
- ⇒ Listening
- ⇒ Doing The Follow Through

Session 6 – Influencing People By Their Terms

- ⇒ Influencing Others Under Their Conditions
- ⇒ Letting Others Hear What They Want To Hear
- ⇒ Getting Other To Cross Over To Your Side

By the end of this course, participants will be able to:

1. Understand and apply the art of influencing others.
2. Learn to set their posture when dealing with others.
3. Understand why and when to influence others.
4. Create the opportunity to influence others.
5. Getting others to have the common understanding and agreement with themselves.