

Your impact on others

90-minute webinar

Being technically good at your job isn't enough – good people skills are also essential. Whatever your profession and role, you need to be able to connect with others, present ideas assertively and build strong, lasting relationships. This practical session will cover self-awareness and how participants can develop their ability to make a positive impact, whatever the situation. They will discover how to avoid fading into the background, how to raise their profile and how to present ideas powerfully to internal stakeholders and managers.

Learning objectives

- Create a good impression on others – internally and externally
- Have strategies for giving positive updates to raise personal profiles
- Be able to assert your views and make an impact on others
- Know how to structure your approach to get others to buy into your ideas

Webinar overview

9.00 Welcome, agenda, overview

What makes a positive first impression? Participants consider a series of images of people dressed and standing in different ways. What jobs do they think they do? Whether we like it or not, we make judgements about others. Others will also make quick judgements about you. This session is about taking control over what your impact is. Agenda, objectives.

9.15 Creating a good first impression

Introduction to the three channels of impact. The way we look, the way we talk and what we say. Group discussion about some of these elements including vocal impact, how loud we talk, pitch, how we look, the way we move and sit, handshakes and the language we use. Moving towards clear, assertive speech and intentional movement using guidelines shared by the facilitator. A series of practical demonstrations by the trainer and participants using microphone or video with feedback from the group. What works, what doesn't?

9.45 Your impact in the workplace

If you're not meeting for the first time, how can you create a positive reputation by the impact you have with colleagues and managers on a day-to-day basis? Strategies for asserting views in meetings, structuring your ideas ahead of time so you can deliver them confidently and others listen. The idea of delivering 'good news updates' that highlights the successes of you and your team.

10.10 Getting buy-in

Thinking about what's important to others. Adapting your approach to gain buy-in. Discussion via 'chat' to explore different strategies.

10.20 Action plans and next steps

Participants reflect on their next steps and how they will implement their learning in the workplace. Each person makes a commitment for what they will do differently in a group whiteboard which can be circulated to participants following the session as a reminder of their actions.

10.30 Close