Extending Your Sphere of Influence

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 16.00 hours (2 days) **13.0 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

The ability to influence those around you is crucial to your career. It empowers you to collaborate with others to achieve mutual outcomes and build consensus. Whether coaching others, developing and growing a client base, fostering support for change, negotiating, or simply working more effectively with peers and supervisors, influencing others is an essential workplace competency. Private classes on this topic are available. We can address your organization’s issues, time constraints, and save you money, too. Contact us to find out how. This course has been approved for 14 PDUs | 14 CDUs

About This Course

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Who Should Attend

Any professionals who need to work effectively with others without direct authority, as well as mid- and upper-level executives and managers who would benefit from understanding the motivations of others to achieve successful results for the business.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Describe the principles of workplace relationships based on mutual trust and respect Understand how to collaborate effectively through influence and persuasion Evaluate and apply appropriate sources of positional and personal power Learn how to work with resistance to gain commitment and buy-in Apply appropriate influence strategies

Detailed Course Outline

An Influence Baseline

- What is influence?
- Drivers of employee engagement
- Influence and connection
- Elements of Influence
- Influence or manipulation
- Five key elements of influence?
- Building an influence equation for buy-in
- Being outcome focused

Power and Persuasion

- The effective use of power
- The art of persuasion
- Four Dimensions of trust
- Principles of influence

A Network of Influence

- Networking for purpose
- Networks for power
- Reputation management

Influence Strategies

- A range of strategies
- Recognizing blind spots
- Influence and thinking styles

Working with Resistance

- Handing objections
- Three types of awareness
- Constructive dialogue

Upcoming Schedule

Available training dates for Extending Your Sphere of Influence:

Start Date	End Date	Location	Delivery	Price
16 Nov 2026	17 Nov 2026	Online	Virtual	€1,195.00

Frequently Asked Questions

Q: What delivery options are available for Extending Your Sphere of Influence?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 2-day Extending Your Sphere of Influence course provides up to 13.0 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Extending Your Sphere of Influence training?

The training takes place over 2 day(s), with each day lasting approximately 16.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Extending Your Sphere of Influence?

Yes, we provide corporate training, dedicated training, and closed classes for Extending Your Sphere of Influence. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Extending Your Sphere of Influence?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Extending Your Sphere of Influence training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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