

## The Art and Science of Influencing

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### Learning Objective 学习目标

“No one is an island” and human being has to interact with each other. During the interactions, sometimes we need to influence others so that they come along with us. As such, influencing others remains the critical core skills to success.

This one-day workshop is designed to help the participants to understand the real meaning of “influencing”. The approach of this workshop is to view “influencing” from 2 different perspectives, i.e. the “Arts” perspective and the “Science” perspective. This workshop also introduces the practical “Influencing model” so that participants can utilize when trying to influence others.

### Course Content 课程内容

- **Understand expectations and brief introduction of the course**
- **Understanding “influencing” from the science perspective**
  - Examine the core elements that might affect the result
  - Identifying the critical success factors of persuasion
- **The “Influencing Model”**
  - Introduction to the “Influencing Model”
    - 2 modes
    - 4 styles
    - 8 behaviors
- **Application of learning**
  - Explanation of each style by facilitator
  - Show carefully chosen video to illustrate the core of each style
  - Fish bowl role play for each style
  - Small group practice and holistic de-briefing
- **Conclusion**
  - Summarize learnings and identify critical success factors of influencing
  - Q & A

### Target Group 参加对象

Suitable for those who want to improve their communication skills and influencing skills, in order to achieve performance excellent in career path

### Schedule 时间

09:30-17:30 31May 2018

09:30-17:30 2018 年 5 月 31 日

### Location 地点

Unit 1903 Leatop Plaza, No. 32 Zhujiang East Road, Tianhe District, Guangzhou 510620

广东省广州市天河区珠江东路 32 号利通广场 1903 室, 510620

### Training Language 语言

English 英文

### Trainer 培训师

**Mr. Tommy Fung**

Tommy is highly specialized in delivering leadership, coaching, customer services, sales and negotiation training. He inspires his participants by combining practical approach with academic theory and concept in a fun and enjoyable style.

Tommy has over 18 years experience as a leadership and management trainer in the Security, Banking, Auditing, Retail and Insurance field. His last position was Location Head of Training, HSBC Software Development (Guangdong) Limited. While in Guangzhou, he re-engineered the training mechanism and established the talent management system. Having served in the Hong Kong Police as a Senior Inspector of Police for 15 years, Tommy had solid hand on experience in people management and strategic thinking.

Tommy is also a certified MBTI Trainer, DISC Trainer, Team Management System Trainer, Enneagram Trainer and a Professional Member of the International Enneagram Association. Tommy speaks fluent English, Cantonese as well as Mandarin.

### Training Fee 费用

GCC member: RMB 1,800/seat 会员: 1,800 人民币

Nonmember: RMB 2,000/seat 非会员: 2,000 人民币

Including lecture, course materials, refreshments and lunch 含会务费、资料费、午餐费