

Practical Persuasion:

Methods to Persuade and get More Yes from People (Online)

Just in the past 10 years alone, research in communications have uncovered new persuasion keys one can use to influence other people... and psychologically encourage them to be more agreeable. By applying these keys, many have benefited tremendously in their daily lives. For instance, — Team workers are able to establish supportive connections with their peers/colleagues at work and form more cooperative bonds with them... Employees are able to persuade and communicate their ideas across more efficiently to their boss and get higher recognition in return... Professionals or managers are able to present their ideas better and successfully convince other parties... In this one day workshop, you'll learn the most cutting-edge persuasion tools that let you gain the greatest influential advantage in getting what you want.

Course Objective

By the end of the workshop learner will be able to:

- Identify core factors that convinces people to be more agreeable
- Establish a more persuasive and agreement-getting personality
- Understand the keys to foster cooperative bonds with others
- Know how to communicate & convince more effectively with the key people in your life including colleagues, superiors and clients

Target Audience

Managers, professionals, team leaders, supervisors & executives in Sales & Marketing, Services, Business Development, Purchasing, Customer & Client/Liaison/External Communications/PR and Human Resource

Course Outline

- What are the hidden persuaders that bring out more agreeable responses from people
- Trigger emotions in others by using carefully crafted 'words that convince'
- The hidden factors behind how liking between people are developed (and what factors can impede that)
- How to appeal to the human senses and influence positive responses out of people
- Techniques to have others go from being objections-filled... to becoming cooperative and accepting
- "The little things that make the difference": What are the small tweaks you must add into your communications to collectively bring out your most confident and convincing persona
- Latest 'human-influence' discoveries on how to establish rapport quickly with another person
- Persuasive tactics for use in specific situations with clients... colleagues... and superiors
- [In situations with colleagues] Keys to gain a united cooperative working relationship with your colleagues and teams (even if they have diverse backgrounds or work attitudes)
- [In situations with superiors] How to bring your ideas across to your superior/ boss in a concise yet persuasive manner
- [In situation with clients] How to communicate in a way that would convince a client you are 'the only person for the job'... and proceed to do business with you rather than with your competitors

Course Fees

Full Fees (inclusive 7% GST):
S\$299.60

Trainer

Tylus Lim has advised and helped boost the personal/professional effectiveness of directors, managers, team leaders and staff members of companies spanning over 30 different industries. He is also an entrepreneur and founder of different businesses with 2 that he still actively manages today. He oversees the people and management of his businesses by actively applying personal and work-optimizing strategies to generate growth and profitability. From that experience, as well as joint-venturing/connecting with a diverse variety of people from different industries, he has identified skillsets & influential practices across different fields that can substantially maximize one's potential to bring in optimal personal success as well as professional success to one's career. Tylus incorporates these success skills, practices, real-life examples into his trainings and teaches them to people who want to reach their fullest potential and capability.

Online Course via ZOOM

Dates (2020) : • 13 May • 9 June • 8 July
Duration : 1 day, 9am to 4pm (6 hours)

Register online at SNEF website

<https://snef.org.sg/digitalllearning/>

Enquiries:

Kelly Choa - DID: 6827 6929 / Training hotline: 6827 6927

Email : kelly_choa/ trg@snef.org.sg