

INFLUENCING WITHOUT AUTHORITY WORKSHOP

Subject Area

Student Type

Study Mode

Business &
Professional

Adults

Part Time

What is the course about?

Influence is one of the most valuable skills in today's workplace. This practical one-day workshop helps participants gain commitment from colleagues and stakeholders without relying on formal authority. Through interactive activities, discussions and realistic workplace scenarios, participants will develop practical strategies to influence others with confidence and integrity.

Participants will leave having planned and practised an influencing conversation they can apply immediately.

Why should I choose the course?

Success at work often depends on the ability to gain buy-in, build relationships and work collaboratively with others.

This workshop provides practical techniques to communicate with greater impact, build credibility, overcome resistance and influence decisions while maintaining positive working relationships.

What will I learn?

Understand what drives effective influence. Build credibility and trust with colleagues and stakeholders. Adapt communication style to different situations. Use influencing techniques to gain commitment without relying on authority. Respond constructively to resistance and differing viewpoints. Plan and deliver effective influencing conversations. Create a personal action plan to strengthen influencing skills.

What will the course lead on to?

Participants will develop greater confidence in communicating with colleagues, stakeholders and managers, enabling them to build stronger relationships and achieve better outcomes. The workshop provides an excellent foundation for further leadership development.

Why should I choose to study the course at Warrington & Vale Royal College?

Warrington & Vale Royal College offers high-quality professional development courses delivered by industry-experienced staff. Learners benefit from an inclusive learning environment, practical workplace-focused content, and opportunities to develop skills that can be applied immediately in professional settings.



**Warrington
& Vale Royal
College**

Warrington Campus
Winwick Rd, Warrington WA2 8QA

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 01925 494 494

Winsford campus
Weaver St, Winsford CW7 4AH

 learner.services@wvr.ac.uk

What are the entry requirements?

There are no formal entry requirements, however there is an expectation that learners have an interest in leadership, team development or improving workplace performance. The course is suitable for anyone wishing to improve their self-awareness, leadership skills, communication, and workplace effectiveness.

What are my funding options?

The course is £95 per person for the 1 day programme.

Are there any additional costs associated with the course?

No additional costs are anticipated.



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