Increasing Your Impact And Influence

Nell Wilson CONSULTING
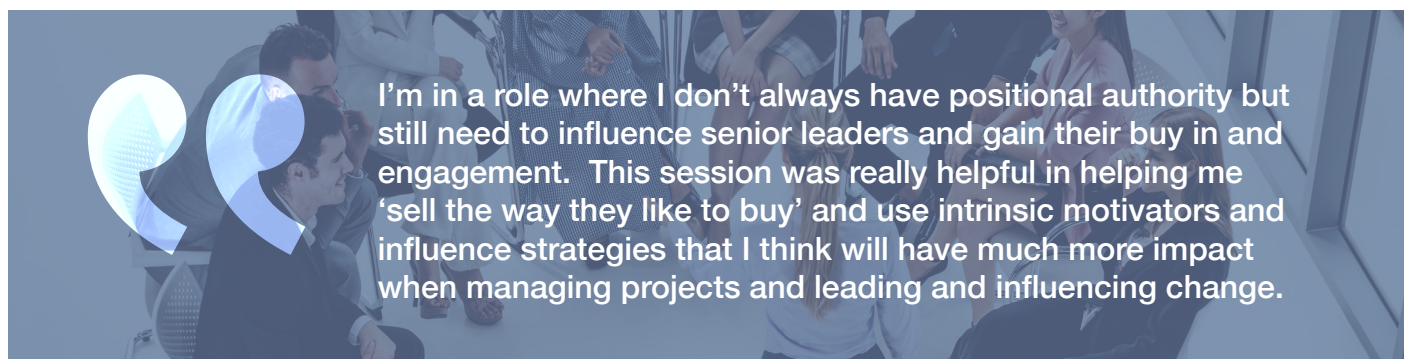
Who Is This Progam For?

We can get so busy working in our jobs that we can sometimes forget to prioritise our careers and our professional development. This 1-day workshop is designed for busy professionals who want practical, pragmatic development that's designed to be engaging, interactive and long-lasting. The workshop focusses on helping you to develop the right mindset, skillset and toolkit to manage effective interpersonal communication skills with diverse people and in diverse settings.

Learning Outcomes.

- Uncover tactics to maximise confidence and minimise self-doubt.

- Define the role of power and privilege when working with influence and navigating workplace politics.

- Discuss the elements of developing organisational savvy.

- Map your political stakeholder terrain and complete a detailed analysis of their individual, needs, intrinsic motivators and key influencing factors.

- Discuss and practice utilising 11 fundamental influencing tactics and strategies.

- Practice critical skills when writing or presenting to busy and more senior people.

Session Length
9:30am-4pm in person

> I'm in a role where I don't always have positional authority but still need to influence senior leaders and gain their buy in and engagement. This session was really helpful in helping me 'sell the way they like to buy' and use intrinsic motivators and influence strategies that I think will have much more impact when managing projects and leading and influencing change.

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Nell Wilson
PROGRAM FACILITATOR

Nell Wilson is a globally experienced Executive Coach, Leadership Development Specialist and Consultant. She has held leadership and learning and development roles for over 25 years in the corporate sector in a variety of Australian multi-national organisations. Nell has worked with thousands of Leaders, teams and individuals across the public, private, not-for-profit/for-purpose and NGO sectors.

Her experience spans across a variety of industries and sectors and she works with clients from Government (Federal, State and Local), Investment & Finance, Health, Education, Australian Defence Force, IT, Mining & Resources, Telecommunications, Banking, Manufacturing, Law, Consulting, Media/Advertising, Building/Construction, Police & Emergency Services and Tourism to name a few. Nell has been a people leader for over 19 years so has both credibility and credentials as a leader, leadership specialist and Executive Coach.

Nell is an Accredited Executive Coach with both the International Coaching Federation (ICF) as a 'PCC' (Professional Certified Coach) and with the Institute of Executive Coaching and Leadership (IECL – Level 3). Nell is an Associate with Melbourne Business School and Leadership Victoria, an Accredited Practitioner with Human Synergistics instruments for over 15 years (Lifestyles Indicator – LSI, Manager Impact – M/I, Leadership Impact - L/I, Group Styles Indicator – GSI). Nell is also accredited with the Hermann-Brain Dominance Indicator (HBDI), Situational Leadership II (SLII), all of the Franklin Covey programs and DiSC. Nell also has a Bachelor of Adult Education with the University of Melbourne and is a graduate of the Adaptive Leadership Program at Harvard Business School.

Nell's partners with individuals, teams and organisations in order to help them increase their self-awareness and effectiveness and improve their behaviours and business results in a sustainable way. Her practice is evidence-based and informed by an extensive tool-kit of leadership frameworks and practices and also includes a diverse knowledge base of facilitating and dynamic group processes. She has helped thousands of individuals and leaders identify their strengths and barriers to success, gaining deep insights and achieving real change for themselves and those they lead. Nell's facilitation style is described as energetic, practical and insightful and usually leaves a lasting impression on others.

Contact Nell Wilson

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IECL www.iecl.com *Accredited Coach*

PCC PROFESSIONAL CERTIFIED COACH

Accredited practitioner
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