THINK productive

Influencing and Persuading

Influencing and persuading skills to improve your team collaboration

Strenthen Your Team with Influencing and Persuading Skills

The workplace landscape has transformed. Gone are the days of rigid hierarchies; we're now in an era of synergy, cross-functional teamwork, and partnerships. To navigate this collaborative domain, a team's ability to inspire and persuade isn't just an advantage—it's essential! Influencing and persuading skills are an essential in the toolkit of the Productivity Ninja, and for every manager.

A fully customizable session

We recommend:

In-person or online | 6hrs | Up to 20 people

What you'll learn & do

This workshop empowers your teams to:

- Understand your personal influencing style, and how it actually lands with others
- Explore what really drives decision-making, resistance and buy-in
- Adapt your approach for different personalities and power dynamics
- Use active listening and positive framing to disarm tension and build trust
- Explore how AI-powered tools can help tailor messages and strengthen your influencing strategy

97% of participants would recommend this workshop

Who is this workshop for?

- Anyone who needs others to say yes, to ideas, change, direction or priorities
- Managers, team leads or project professionals who work cross-functionally
- People whose ideas are often met with silence, resistance or polite nods
- Professionals navigating complex or political stakeholder environments

What this workshop offers

- **Rooted in psychology, not tactics.** Ethical influence built on understanding people, not pressure or manipulation.
- **Learning that lasts.** Every participant gets access to the Productivity Ninja® Academy.
- **A format that fits.** 6 hours, in person or live online, for up to 20 people.
- **AI as an ally.** Practical ways AI can help tailor messages and refine your influencing approach for greater impact.

What you'll do

You'll start by understanding your own influencing style, the strengths you already lean on, and the routes you might be avoiding without realising it. From there, you'll explore what actually drives decision-making, resistance and buy-in, using real influencing tools like the 9 influencing styles and frameworks for handling objections.

You'll practise real-world conversations, not hypothetical ones, adapting your approach for different personalities and power dynamics. Active listening and positive framing run through the whole day, giving you ways to disarm tension and build trust rather than push harder. You'll leave with more confidence in high-stakes conversations, and a plan to apply what you've learned to situations that actually matter to you.

What happens when influencing works

When teams learn to communicate with intention, everything changes:

- Ideas get real engagement instead of silence or polite nods

- Difficult stakeholders become easier to work with, not because they've changed, but because the approach has
- People stop repeating the same pitch and start adapting it to who's actually listening
- Trust builds faster, because influence comes from understanding, not pressure
- Confidence in high-stakes conversations replaces hesitation

SLASHDATA

"The 6 shortcuts which guide human behaviour, the 'feel, felt, found' approach to handling objections, and the 9 different influencing styles stood out to me."

Peri Damirova

Benefits & Results

The most immediate benefit is self-awareness: participants leave understanding their own influencing style and where it's been limiting them without realizing it. But the deeper shift is relational. Once someone understands how other people think, they stop repeating the same approach and start adapting it, and buy-in gets easier across the board.

What your organization gets

People who can build trust, shift thinking and motivate action without pressure. Better cross-functional collaboration, less friction with stakeholders, and ideas that land instead of stalling in silence.

Motorway

“The practical strategies, going beyond just theory. I now feel equipped with the skills to enter situations with more confidence.”

Tino Mwadeyi

Why it matters

Good ideas don’t fail because they’re wrong, they fail because they’re delivered in a way that doesn’t land with the person who needs to say yes.

- Complex or political stakeholder environments leave good people unsure how to move things forward without pressure or tactics that feel uncomfortable
- Ideas get met with silence, resistance or polite nods instead of real engagement
- Without understanding how someone else thinks, the same pitch gets repeated the same way, and keeps landing the same way

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“The workshop made me reflect on my own influencing styles and realize there are other routes outside of what I’m comfortable using.”

Workshop Participant

Arqiva

Your workshop. Your way.

We recommend a **full day** workshop for a team of up to **20 people**, but like all our workshops, it can also be tailored to your exact needs.

Available options:

Formats

In-person | Online

Group size

Recommended: up to 20 | Keynote version: Unlimited

Duration

Full day: 6 hrs or 3 hrs split across 2 days if online | Condensed: 3 hrs | Keynote length: 2 hrs