



**FEDERATION OF  
GUJARAT INDUSTRIES**

ISO 9001:2015 Certified

# WORKSHOP ON

# INFLUENCING SKILLS

# Be a Strategic Influencer

# at Work

**Day & Date:** Friday, 12<sup>th</sup> January 2024 | **Time:** 10:00 AM to 01:00 PM (Followed by Lunch)

**Venue:** FGI Business Centre, Gotri-Sevasi Road, Khanpur, Near-Sevasi, Vadodara

## About the Workshop:

Influencing Skills have been one of most prominent aspect of a character to find within a person. From a junior to top level – we struggle to have conversations that create an impact within teams. With the changing times in VUCA world, more than the normal communication – strategic communication is what would make a difference in the next decade. However, one of the pressures that we often face as a strong team member is to influence and portray authentic trust.

This workshop exactly would help to create communications and challenge our own biases that is stopping us from creating that impact & “WOW” factor. The half day workshop shall teach unique techniques & perspectives that would help to become a strong influencer within the organization. Through the workshop, one would be able to build a strong personal brand based on character, authenticity and trust which would help to build the mindset that helps to influence others.

## Topics to be Covered:

- **Influencing Self - Assessment** - The self - assessment would help to identify the personal style of influencing which would help to highlight on our own areas
- **Techniques to be a strong influencing personality** - Understanding steps of persuasion using Assertion without Aggression along with discussion on techniques which are specific situation based helpful in the corporate world.
- **Principles of Influence** - Reflecting on the principles of influence helping to become aware and become a credible leader.
- **Personal Branding & Authenticity** - Understanding the Milton Model that leads to language for change with ourselves helping to ascertain a realistic mindset while practicing influencing skills.

## Key Takeaways:

- Actionable Tools to influence better
- Understanding one`s own style and the recommended style
- Adapting to the recommended influencing style depending on situations
- Showing up to be more authentic

## How to Attend?

The participation fee per person is given above. Please confirm participation in advance by clicking on the below given Registration Link or scanning the QR Code. Participation is Limited and is on First Come First Serve basis. For more details, if needed, please get in touch with FGI on the below mentioned contact details.



## Workshop Faculty:



**Ms. Hiral Matalia**  
Founder & Chief Facilitator,  
**MPower Training Solutions**

Executive Coach &  
Change Enabler

## Who Should Attend?

- MD, Directors, CEO, Owner, Partners, Promoters, CFOs, Decision Makers & Interested Personnel from top, middle and bottom level.
- Open for personnel from any department and designation from any industry.

## Participation Fee (Per Delegate):

Type	Amt.(Rs.)	GST (18%)	Total
FGI Members	500	90	590
Non-Members	1000	180	1180

Participation fee is non-refundable.



FGI Business Centre, Gotri-Sevasi Road, Khanpur, Nr. Sevasi, Vadodara 391101, Gujarat, INDIA

**Tel:** +91 265 2372901 - 02 | **Mob.:** +91 7359988800 | **Email:** info@fgi.co.in | **Web:** www.fgiindia.com



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