

Influencing for Engagement

Information Sheet



Do you need to enhance your confidence when dealing with your peers, community members and stakeholders?

Do you find it difficult to convince others of your ideas, concepts and value of your engagement?

Influencing for Engagement provides tools and knowledge to assist you to build your professional credibility and positive impact with other professionals, engagement partners, decision-makers, community members and stakeholders.

To enrol in this course, you must have completed Essentials of Engagement training as the pre-requisite course to others in the curriculum.

**Earn 6
CPD points
for this
course.**

Course Aim

The aim of this course is to identify and apply the many elements that contribute to an engagement practitioners' credibility, to enhance their professional impact and presence.



Course Objectives

- Identify the different elements of a practitioners' credibility
- Explore how values are important to ethical practice and contribute to credibility
- Identify and apply the many elements of professional and personal credibility
- Identify the notion of working with status and apply tactics to achieve equity
- Explore the key elements that support influencing others in a team and organisational context
- Apply a range of models and approaches for working with others that enhance an engagement practitioner's credibility.



Learning Outcomes

- Build skills to enhance your professional impact, presence, and ability to influence decision-makers about the value of engagement
- Enhance the context in which you work to positively influence the views of others
- Utilise key models and concepts to build respect and develop positive relationships.



Course Content

- What is credibility?
- Profiles of engagement
- Lead with values
- Professional and personal credibility
- Working with status
- Influencing and working with others
- Introduction to the reciprocity model
- Peter Block's model for 'consulting for others'
- Communicating with credibility
- Decision-making styles.

Benefits

- The Influencing for Engagement course will assist you as an engagement practitioner to build your credibility within your profession, increase your professional impact and your ability to influence decision-makers, particularly about the value of effective engagement
- Access to and can ask questions from IAP2A's experienced trainers, who are also highly experienced engagement practitioners
- An opportunity to explore your engagement learning journey, build on your own professional development and provides you the opportunity to develop and/or enhance your own professional network.

Who Should do this Training?

- This course is suitable for all engagement practitioners who want to enhance and strengthen their credibility in their engagement practice
- Those who wish to obtain a professional qualification by completing the IAP2 Australasia Certificate in Engagement.

