

# GUTSY

## *Influencing*

It's time to take control of the conversation

Our flagship Gutsy Influencing program gives you practical skills to get your message across clearly, persuasively and and constructively. With remote working so prevalent right now, getting outcomes is harder than ever when you can't get face to face. Suitable for anyone who doesn't want to be walked all over and deliver nothing, this program provides you with practical skills to get your message across, negotiate with the best of them and come to mutually beneficial agreements.

TACTICIAN's Gutsy Influencing is the outcome of work with thousands of professionals over the last three decades. We've removed all unnecessary theory and give you simple tactics that can be applied immediately. You'll get results in your interactions the very next day.

### Very few people have “the gift”

**We know that influential people have two things in common:**

They've learned the skills and tactics to build compelling propositions, understand their audience and handle objections, and most importantly, they had the guts to confront their fears and build their confidence by taking action!

### Program nuts and bolts

- Brief and effective, our pre-program analysis highlights individuals' specific development objectives and benchmarks their current capability and confidence levels.
- The group coaching phase will target the group's specific objectives including development of strategy, skills and tactics, and planning and rehearsing for an upcoming high-stakes meeting. Participants will walk away with a comprehensive 'how to' guide for all aspects of the art of influence.
- Participants will be accountable to their sponsor; to demonstrate their increased capability and confidence through a live or digitally capture simulation.

“Gutsy Influencing is one of the best professional training courses I have attended in the past few years. The training was delivered in an effortless way that was easy to digest. The two days flew by.”

Senior Leader, QLD Government

### What will you gain?

- ✔ Apply simple and effective influence and negotiation tactics
- ✔ Understand how to get what you want and maintain good relationships
- ✔ Understand the fears that impact your success and how to push through them
- ✔ Confidently use our simple framework to plan for high-stakes influence or negotiations
- ✔ Have greater confidence (and procrastinate less!) when you plan and deliver critical meetings, presentations and negotiations



**CONTACT TACTICIAN TODAY:**

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