

# THE SECRETS OF INFLUENCE IN CONSTRUCTION

In a high pressure environment where “programme” is king, tempers can get frayed. This course was developed together with Mount Anvil with Site Managers in mind, but is relevant to anyone working in a construction environment. The course sets out to demonstrate that whilst certain behaviours may be seen to get the job done more quickly, they may have consequences for all – on both positive outcomes for the project and the mental health of those working in Construction.

The Secrets of Influence in Construction course has been developed to provide a basic skill-set in influencing. Engaging and interactive, the course uses Forum Theatre to demonstrate certain behaviours which your team may recognise. The team coach the actors to elicit behaviours which might get a better result for all concerned.

## LEARNING OUTCOMES:

By the end of this session you will:

- understand what benefit can be derived from the use of an influencing skill-set and what stops us from using it
- understand your personal style when it comes to influence
- have the knowledge of the key tools of influence
- be developed in the basic skills of active, non-judgemental listening.

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I wanted to say how fantastic I thought the course was that you delivered. The feedback from our site guys who have attended has been brilliant! I was so impressed with both the content and delivery as well as the actors who have been a massive hit with the guys. I'm really excited to sit and discuss the potential for expanding and extending this.

### WHAT YOU NEED TO KNOW:

- This is a one-day course, which can be run in house for up to 12 people (or a greater number with more than one facilitator)
- This course will use professional actors.

The Healthy Work company specialises in Mental Health, Influencing and Leadership training. With a particular understanding of the health & safety market we tailor courses or facilitate team meetings to suit your requirements.

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TO SUCH BUSINESSES AS:

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The rules for work are changing. We're being judged by a new yardstick: not just by how smart we are, or by our training and expertise, but also by how well we handle ourselves and each other.

Daniel Goleman