



Positive influencing skills

**Location:** Workshop B (L216), 2nd floor, Library Building at Aston University

**Date:** Thursday 7th February 2019

**Time:** 10:00 – 15:00

**Description:**

In this intensive 1-day course you will learn how to persuade, influence and negotiate rationally, subtly and, above all, positively. You will understand how to feel, and look more confident, how to persist, how to respond to manipulation, and how to reassure people that the chosen outcome is the right one.

You will use these skills in almost every professional situation you can think of – meetings, one-to-one discussions, emails, reports and proposals. As essential life skills, you will also use them in your personal life, establishing strong and satisfying relationships. You will even learn how to use them to positively influence yourself!

Feedback from previous attendees:

- Terry's ability to look at the subject in depth, providing useful content and real understanding is excellent.
- Clear, focused and useful. Clarified and crystallised a number of issues that I had been struggling with and offered real solutions.
- No 'management speak'. Just sensible advice presented well.
- In the last few weeks, not only have my ideas and proposals been accepted but senior people ask for my input.

Terry Gillen Consultant, Trainer and Author

For nearly thirty years, Terry has worked as a self-employed consultant trainer and author specialising in influencing skills, performance management and leadership. Relentlessly refining his approach has resulted in invitations to work with major organisations and to speak at international conferences. Over the years, he has worked with clients in charities, construction, finance, further education, healthcare, international banking, law, leisure, manufacturing, the motor industry, oil & gas, pharmaceuticals, public utilities, retail, and scientific research.

He has written 20 books, trainers' resources and management training DVDs, and has also written, or contributed to, articles in journals and newspapers such as People Management, Training Journal, Strategic HR Review, Times, Observer, Guardian and Wall Street Journal

Refreshments (tea/coffee) will be provided, but delegates would have to bring their own lunch.

**Audience:** This event is aimed at middle/upper management or staff in professional posts. There is an initial allocation of **one** place per institution.

**Venue:** Workshop B (L216), 2nd floor, Library Building, Aston University  
Birmingham, B4 7ET

For maps and directions see: <https://www2.aston.ac.uk/about/directions>

**Booking:** Contact your Mercian Staff Development Group representative or book online: <https://www.eventbrite.co.uk/e/positive-influencing-skills-tickets-55157286930>

Please indicate any special dietary requirements

For further information contact Matt Cunningham: [M.S.Cunningham@lboro.ac.uk](mailto:M.S.Cunningham@lboro.ac.uk)