



Power of 3: Persuasion

AUDIENCE

Employees with dotted line responsibility or involvement in complex projects that require persuasive skills to achieve a more cohesive process and result.

Master the art of persuasion by applying three perspectives

Overview

Power of 3: Persuasion, from Accordence, helps people become more successful influencers by applying three different perspectives to issues they face. People who are most effective at influencing others and resolving differences are adept at viewing the world from three perspectives before presenting solutions: First Person (advocating one's own needs), Second Person (acknowledging others' point of view), and Third Person (observing objectively to seek what is reasonable and fair). During this interactive workshop, participants learn to apply and integrate these three perspectives in order to improve influence and overall work relationships.

After *Power of 3: Persuasion*, your managers and employees will be better able to:

- influence effectively in order to strengthen all relationships at your organization
- increase awareness of how they and others approach influence
- recognize the strengths and weaknesses of different approaches to persuasion
- advocate for their own needs when persuading and influencing
- support the other person in an influence situation
- create fair solutions with objectivity
- develop strategies for dealing with people with different styles

The Program at a Glance

Participants complete a self-assessment tool on their MindSet and Influence Types to become more aware of their own tendencies when trying to persuade. Participants review a preparation tool for approaching persuasion situations strategically. They review a process for effective influence conversations and practice through role-play of challenging situations, using frameworks and tools based on the framework. Working through client-specific scenarios, participants learn to implement the concepts and analyze existing challenges, serving as one-on-one advisors to each other and receiving coaching from facilitators. Participants share their experiences, fostering teamwork and understanding of how the new principles and tools can be applied in their day-to-day work.

Implementation and Customization

Power of 3: Persuasion is a one- or two-day program. Case scenarios, exercises, and discussions are tailored to your organization's specific challenges. A cross-section of participants is interviewed prior to the workshop to surface key issues and integrate scenarios that replicate the dynamics of current workplace challenges.