

SOLUTION OVERVIEW



Program description

*Influence Inside*™ from Ocean Beach Consulting is a highly interactive, discovery-based learning program designed to help participants develop the ability to sell their ideas and influence others without relying on positional authority.

The *Influence Inside* ecosystem consists of several components to help you get better at communicating your ideas in a way that leads others to support them.

*Influence Inside* can help you:

- Get people to listen to you more.
- Convince others to move in your direction.
- Sell an idea up in the organization or persuade your employees to follow you.



OCEAN BEACH CONSULTING

# Influence Inside™

*Sell your ideas and influence others without relying on positional authority*

*From our thought leader partner Kelly Dozois at Ocean Beach Consulting*

The components of *Influence Inside*™ are meant to wrap you in a world of support that will help you be more effective at the skill of influencing.

**Classroom:** The *Influence Inside* day-long or half-day long program is a highly interactive, discovery-based learning experience that focuses on building skills for communicating your ideas in a way that will lead others to support them.

**On-demand:** The interactive online course will teach you all of the concepts, models and skills of the *Influence Inside* classroom experience, in an on-demand format. It is a self-paced, modular design that allows you the flexibility to learn and re-learn as you need and at your own pace. The online course serves as the starting point to utilize all of the digital/virtual coaching and support tools in the *Influence Inside* ecosystem.

**Virtual workshops:** The virtual workshop includes all of the tools that are covered in the online course and classroom experience, tools at your fingertips to reference when you need to work on influencing someone to move in your direction.

**Meeting-in-a-box:** For participants who have completed the on-demand, virtual, or classroom course, this practice session is a 90-minute influence application game experience that can be targeted to either a group or individual influence goal. It can be facilitated by internal leaders and implemented within an existing team meeting. You will determine how “ready” you are to influence your target stakeholder, as well as receive peer-coaching tips on how to improve your readiness and prepare to be effective at influence.

**Multi-rater assessment:** A targeted assessment that provides participants with data related to their current level of influence effectiveness with the key stakeholders they are working with. It takes 10 minutes to complete and can be implemented in conjunction with either the classroom solution, on-demand solution or the Influence meeting-in-a-box.

**Virtual follow-up workshop:** The 90-minute virtual workshop gives you the follow-through support to ensure you apply your influence commitments. Come ready to receive some coaching and support and a refresher on the Influence Inside model and how to approach things in an influential way.

