

POWERFUL INFLUENCING FOR CAREER ADVANCEMENT

Due to the overwhelming demand FITT decided to offer this fantastic workshop again!



Developing your personal influencing style is one of the keys to a successful career and career advancement. Understanding the secrets of influencing empowers you to manage your manager, your relationships, your career, more effectively. Strong influencers are highly marketable and invaluable to any organisation. This workshop is run by females in ICT for females in ICT.

Overview of Workshop

This workshop has been designed to enable participants at all levels in their career to gain a deep understanding and insight into their own and others behaviours and what drives those behaviours. Developing a powerful influencing style is career enhancing and demonstrating powerful influencing skills is often the determining factor in interview and promotion success.

We will be learning about DiSC Profiling and the 3 most powerful techniques to significantly improve your communication and influencing skills. The workshop is fun and energising, covering theoretical concepts and pragmatic application in a work environment.

Who would benefit from this program: This workshop enables participants to become a more effective leader, communicator or influencer! Whether you are a leader, or looking to advance your career, you will gain strategies to handle all types of behavioural styles. You will gain a better understanding of your own approach to influencing and acquire new ideas to optimize and sustain your potential.

Key Learning Outcomes

- ◆ Gain **greater self awareness** through understanding your preferred behavioural style
- ◆ Uncover the **impact** of your behaviour on other people
- ◆ Discover what **drives** other people's behaviour
- ◆ Discover how to **easily and effortlessly influence** others
- ◆ Discover how to **quickly identify** how to recognise other people's preferred behavioural style
- ◆ Gain key strategies to **create highly effective** work relationships
- ◆ Gain key strategies to **powerfully influence** other people
- ◆ Discover how you can **change** other's experience of you

The DiSC profiling tool takes approximately 10 minutes to complete online and must be completed 5 days prior to the workshop.

Sponsoring Presenter



Vanessa Giannos is a HR and Human Potential Guru, having developed a wealth of HR, people development and strategic knowledge from her local and global HR experiences over the last 22 years. With phenomenal passion, strong business acumen and strategic skills, Vanessa takes a pragmatic approach with executive teams and has delivered tremendous results building high performance cultures, strong employee engagement, increased profitability and, performance, communication, service excellence, leadership capability, knowledge management and team building. Vanessa holds a Masters in Human Resources Management, three formal coaching qualifications and is a qualified DiSC & MBTI qualified facilitator.

"Vanessa very easy to identify with. It was great to do a workshop like this. The content was valuable and will have lasting effect - well done!

"I found the course incredibly helpful (and great way to network). It provided me with a lot of needed self esteem and also a way to understand people (rather than simply get angry/annoyed/upset). Thank you so much for all the tips you provided"

Investment

Early bird to 1 February 2010: \$252.00

FITT Member Cost: \$285.00

Non-Member Cost: \$325.00

Refreshments: Morning & afternoon tea provided. Lunch is not provided.

Registration fee includes a \$85 professional DISC profile.

Details

**When: Saturday 27 February 2010,
8.30 am – 6.00 pm**

**Where: Venue to be confirmed. Cliftons -
190 - 200 George Street, Sydney, 2001**

Sponsored by FITT, My Performance Coach and

