

“Eight years after graduating from the Positive Power & Influence® Program, I am still using the skills and techniques I gained there. The training is so effective I was able to walk out of the workshop and successfully apply new influence styles to real life situations in my organization.”

>> Read More Participant Testimonials



The POSITIVE POWER AND INFLUENCE® Program has been successfully delivered in hundreds of organizations including:

ExxonMobil	JP Morgan Chase
BASF Corporation	Energizer
Burger King	UBS PaineWebber
Chase Manhattan Bank	7-Eleven
Dell Computer	SAP America
S.C. Johnson	Verizon
Pfizer, Inc.	Cox Communication
Procter & Gamble	Merck
SmithKline Beecham	Lyondell Chemical
Microsoft	Energizer
Anheuser-Busch	Nestle-Purina
CIGNA	Fidelity

More>>

The Positive Power & Influence® Program

OVERVIEW

Presented to more than a half of a million people in every major industry and translated into more than 15 languages, POSITIVE POWER AND INFLUENCE® is the most widely used influence skills program in the world. POSITIVE POWER AND INFLUENCE® teaches participants how to work with and through others to get things done to meet business objectives while building and/or maintaining positive relationships.

PROGRAM OBJECTIVES

POSITIVE POWER AND INFLUENCE® participants develop skills to

- Adapt their style of influence to respond to challenging business situations
- Present their views in a persuasive way, with enthusiasm, vision and logic
- Create a positive impact on other members of their organization
- Manage and motivate ‘difficult’ or under-performing employees
- Influence others without pressuring, pulling rank or resorting to aggressive behavior
- Resolve conflict and generate commitment to team decisions
- Get buy-in to complete tasks and projects without delay
- Mobilize resources and support from others to get things done

DELIVERY & TECHNIQUES

Delivery: The POSITIVE POWER AND INFLUENCE® Program is conducted by certified trainers. APRENDA’s trainers have an average of 15+ years training the program and are highly skilled and flexible. Client organizations may also choose to conduct the program using trained and certified internal trainers. Please inquire if this is your organization’s strategy.

Techniques: Adult Learning Methods used in the program include assessments, readings, short input lectures, exercises (individual, in pairs and in groups), role-plays, self-directed learning and trainer feedback and coaching. Video and/or audio is used and role-play simulations are chosen from an extensive library. *Client-specific exercises can be created.*

Recommended Class Size: 1 trainer per 12-16 participants is recommended to ensure high-levels of personal feedback and coaching. Groups ranging from 4 to 20+ participants can be accommodated.

Program Duration: The program produces excellent results when conducted over two or three consecutive days with a structured assignment to be completed prior to the program. Your APRENDA account manager will work with you to design a delivery timeline that best suits your needs. If your time is limited, please inquire about our shorter programs.

High-Quality Programs

APRENDA only offers programs proven to get results and to make a positive impact on your participants, your organization and your bottom-line.

[Read More about Our Programs](#)

High-Quality Trainers

We know that the trainer can make or break an engagement. APRENDA facilitators have years of real-world and training room experience and are skilled at making participants feel comfortable yet challenged.

[Read More About Our Facilitators](#)

High-Quality Partnering

At APRENDA we pride ourselves on providing our clients with the highest quality partnering experience available.

[Read More about How We Work](#)

PROGRAM METHODOLOGY

The program moves briskly through influence concepts to focus participants on mastering influence behaviors and getting prepared to apply new skills at work after the program.

Assessment: Before the program begins, participants complete an assessment on their typical approach to influence situations and collect feedback from people who work with them around their current behaviors. Assessment is continued during the first half of the program using video-taped exercises, role-plays and participant and trainer feedback.

Alternative Styles: Participants explore the fundamentals of the influence styles that they use infrequently or unsuccessfully and practice techniques to make familiar styles more effective and new styles more comfortable. They then learn how to diagnose work situations and how to select and use appropriate influence styles depending on the characteristics of the situation.

Skill Development: The program includes intensive skill practice using a wide choice of relevant exercises and simulations. Video and/or audio playback is reviewed and discussed and trainers give necessary further feedback and one-on-one coaching.

Application Planning: Participants apply what they have learned to a critical influence situation waiting for them back at work. They receive feedback from the group and trainers and leave the course with the confidence to put their new skills immediately to use.

TARGET AUDIENCE

- Individuals with no position power who must get others to agree to priorities, timelines and/or use of resources
- Professionals who work regularly with or need buy-in from more senior managers and directors
- Individuals or team members who must exert influence cross-functionally to get things done
- Technical or professional personnel taking on supervisory or management responsibilities
- Managers and supervisors who need to lead more effectively through change and uncertainty and/or want to motivate employees
- Individuals whose positions place new demands upon their abilities to influence events or people or who want to improve supplier or client relationships
- Individuals whose current style is considered to be either too 'hard' or too 'soft'.
- Potential Fast-Trackers and Future Supervisors

WHY APRENDA?

High-Quality Programs

APRENDA only offers programs proven to get results and to make a positive impact on the organization. All of the programs we offer have been successfully delivered in hundreds of organizations and receive overwhelmingly positive participant feedback time and time again. At APRENDA our clients are guaranteed training at work that works!

High-Quality Trainers

We know that the trainer can make or break an engagement. In addition to being knowledgeable and experienced in the content they train, APRENDA facilitators are skilled at:

- Making participants feel comfortable yet challenged
- Facilitating individual learning in a group atmosphere
- Making training engaging and interactive
- Managing large, diverse groups
- Coaching individuals on how best to apply skills back on the job
- Customizing the training from the platform for maximum impact and relevancy



High-Quality Partnering Experience

At APRENDA we pride ourselves on providing our clients with the highest quality partnering experience available. We listen, we respond, we're flexible, we pay attention to details and we follow-up, all so we can meet your needs and make the experience of partnering with an outside vendor easy and pleasurable.