

Persuasion and Influence



Title	Duration (minutes)	Author	Course Description
<ul style="list-style-type: none"> Enhance Your Persuasive Communication Skills 	70	ISEAZY SKILLS	In this course, you'll learn the key points to communicate effectively, adapting the message to each individual, demonstrating listening and empathy and building a solid, convincing argument which allows you to achieve your personal and professional objectives.
<ul style="list-style-type: none"> Ethical influencing: Persuading without tricks and traps 	20	ISEAZY SKILLS	In this, you'll learn the essentials to understanding the differences between persuasion and manipulation in order to know how to influence other people without compromising honesty and personal ethics.
<ul style="list-style-type: none"> How to Persuade While Listening 	20	Skilla	Are you ready to listen to what another person has to say? Do you pay attention or do you think about what you would like to say instead? Can you ask the right questions to understand the other person's point of view? With this course, you will learn how to master the art of effective listening.
<ul style="list-style-type: none"> Persuasion: Closure and Outcomes 	21	Skilla	In meetings, do you find yourself confronted by a new topic before the previous one has been closed? Are you unsure whether the other person has understood and accepted what you said? Are you unable to evaluate your interlocutor's feedback? In this course, you will learn how to close a phase of persuasive communication successfully, ensure that the other person has genuinely accepted your idea!
<ul style="list-style-type: none"> Persuasion: Overcoming Resistance 	14	Skilla	Do you ever ask someone for something and not get any results? Or is your professional or personal advice appreciated, but not followed? Or do others do exactly the opposite of what you ask? In this course, you will learn to distinguish between inability (I can't) and resistance (I don't want to), to recognise them in those you deal with, and to manage them in a way that works better for you.
<ul style="list-style-type: none"> Strategies for Persuasion 	24	Skilla	Do you often think that your communication is not persuasive? You don't understand why others don't do what you ask of them? In this course, you will learn how to structure your persuasive communication in a strategic way in order to obtain something from the other person, induce a change, obtain consent, and promote sharing.
<ul style="list-style-type: none"> The 6 principles of influence to persuade more and better 	20	ISEAZY SKILLS	In this, you'll learn the essentials to know the 6 principles of persuasion and learn how to use them in your everyday life, thus improving your ability to influence other people.
<ul style="list-style-type: none"> Communicating to Influence (British English) 	36	Kallidus	Does the listener actually hear what you want them to? Learn how to build rapport and trust, analyse how people prefer to think and communicate, read and use body language effectively, so that your message is clearly delivered.
<ul style="list-style-type: none"> Impact and Influence 	15	The Access Group	Two of life's most important skills are the ability to influence and have a positive impact on the people around you. This module explores a range of strategies to help improve those skills.
<ul style="list-style-type: none"> Master Your Ability to Influence Others with Your Communication 	70	ISEAZY SKILLS	In this course, you'll learn the key points to improve the ability to influence others through high-impact communication that successfully convinces, involves, negotiates and interacts in any personal and professional environment.