

Persuasion and Influence

Title	Duration (minutes)	Author	Course Description
<ul style="list-style-type: none"> How Can You Influence Others? 	15	7 Dimensions	In this course you will learn practical techniques to help you boost your confidence and be more impressive communicating at work. Behavioral expert Peter Quarry provides strategies to develop a more successful approach to effective communication, especially when presenting your ideas. You will learn to create a positive impression and communicate with influence so others will listen to you and see your point of view.
<ul style="list-style-type: none"> Lobbying and Influence 	30	7 Dimensions	Lobbying and Influence is a course to help learners to effectively lobby for change. Maria Deveson-Crabbe explains how you need to overcome obstacles and prepare to meet challenges head on. Successful lobbying is achieved only through persistence. Once this course is completed, you will have learned how to effectively lobby for change and use media strategically.
<ul style="list-style-type: none"> KISS: Keep it Short and Simple 	15	7 Dimensions	KISS - Keep it Short and Simple is a course designed to encourage people to be more persuasive in their written and verbal communications by sticking to the KISS principle. Don't bombard people with facts, details and explanations. Don't get caught in information overload. Less is more. In this course psychologist Eve Ash presents the KISS approach – Keep It Short and Simple. Learn to keep your communications short and simple and deliver your message in a clear and succinct way.
<ul style="list-style-type: none"> Presenting Your Business Case 	40	7 Dimensions	Presenting Your Business Case is a course that explains how a business case can be prepared to persuade the board, management team or leading stakeholders that a particular project or initiative is worth investing in. It emphasizes the business value of the project, presents the costs, risks and benefits and justifies the investment.
<ul style="list-style-type: none"> How to Manage Change Effectively 	15	7 Dimensions	Manage Change Effectively is a course designed to make sure change is implemented smoothly and effectively. Managing change is an important skill that people throughout an organization need to add to their resumes. Change sometimes happens for reasons out of our control and sometimes we can plan a change, and inevitably is often stressful and frightening, so we often resist it. In this course psychologist Peter Quarry explains how we can learn to manage change successfully and helps others manage change.
<ul style="list-style-type: none"> Be an Outstanding Listener 	15	7 Dimensions	Be an Outstanding Listener is a course that will help people who think they are good listeners when in fact they are usually not as good as they imagine. Every job in every organizations requires good quality listening skills to understand and clarify what is being said. Listening skills are especially important for service providers and managers. Be an Outstanding Listener is a course in which behavioral expert Peter Quarry explains simple ways to become an outstanding listener.