



**Influencing and Advocacy Skills  
Birmingham 21<sup>st</sup> September 2010**

**A one day course which leaves you with enhanced ability to influence, be an effective advocate and have a lasting and positive impact on people around you**

**Do you have any of these challenges?**

- You need to get your message across so that a wide variety of people understand and are affected by it
- You need to convince people in power and those with influence of the true significance and value of the services that your team provides
- You would like people to accommodate your wishes
- You want to give people a positive impression
- You aspire to leave people with a powerful message which inspires them to think and act differently
- How is it that the people who take no notice of me listen to others who know less than me?

Steve Wood, Training Consultant, will be leading this workshop and says:-

“Meeting these challenges takes powerful communication skills, presence & charisma. The research (and many people’s experience) tells us that these attributes are not something that people either have or don’t have....actually everybody has and demonstrates them....for some of the time, with some of the people. And you can learn how to recognise, harness & enhance these subtle and overt behaviours, enabling you to have a lasting and positive impact on more of the people for more of the time. This course is your opportunity to do just that!”

For booking information please visit our website [www.ipgs.org.uk/training.php](http://www.ipgs.org.uk/training.php), email [admin@ipgs.org.uk](mailto:admin@ipgs.org.uk) or call 0118 946 9069.