

## Effective Switching in Influence. In every role. At every level.

You can be right - and still not be effective.

In today's organizations, results depend less on formal authority and more on how you navigate relationships. Influence is not only about what you say, but about how you position yourself in interaction. How you respond when tension arises. How you adapt when resistance appears. How consciously you choose your behavior under pressure.

**FOCUS ON INFLUENCE**  
INTERPERSONAL SKILLS TRAINING

**Focus on  
Influence is  
an intensive  
3.5-day  
program for  
professionals  
who want to  
strengthen  
their impact  
in complex  
working  
environments.**

## WHY?

You may be right - yet nothing moves.

Agreements remain superficial. Resistance is present but hard to address.

Sustainable influence requires more than strong arguments. It requires insight into your own patterns and the flexibility to shift when the situation demands it.

This program sharpens your awareness of what happens in interaction - and what you contribute to it.

**WHAT? FOR WHOM?  
HOW?**



# WHAT?

You gain insight into how your influence behavior works - and how it is experienced by others.

You learn to read interaction more accurately, intervene more consciously, and create movement without damaging relationships.

The focus is not on adopting one fixed style, but on expanding your behavioral flexibility.

# HOW?

Online 360° preparation, followed by a 3.5-day intensive residential workshop in a small group (max. 12 participants) with two facilitators.

You work with real business cases and translate insights into a concrete personal action plan.

Language: English and/or Dutch.

# FOR WHOM?

Professionals with responsibility for results who operate in complex environments and are willing to examine their own behavior to strengthen their impact.

**Focus on Influence is  
delivered by a dedicated  
team of senior facilitators.**

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