

Lead Through Influence: Win Support, Build Trust and Drive Results at Work



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Lead Across Functions. Win Buy-In. Drive Results Without Formal Power.

Stop being sidelined. Start leading like a professional who knows how to influence without authority. This intensive 2-day programme equips you with practical influencing and stakeholder management skills to help you gain buy-in, align cross-functional teams, navigate resistance, and accelerate your career growth.

Master stakeholder dynamics. Influence with confidence. Drive results that matter — **100% HRDF Claimable.**

Who Should Attend

Managers in matrix organisations, project managers, team leads, individual contributors, high-potential employees, and any professional leading cross-functional projects or initiatives.

Why Sign Up

Influence is a career-defining skill. Increase your impact at work, handle resistance with confidence, gain faster buy-in for ideas, and stand out as a trusted leader across functions.

What You Will Learn

- 1

Psychology of Persuasion
Understand what drives decisions and how people respond to influence. Build a stronger foundation for every stakeholder conversation.
- 2

Stakeholder Analysis
Map stakeholders, read power-interest dynamics, and engage the right people at the right time.
- 3

Motivations & Trust
Uncover priorities, build credibility, and strengthen trust-based influence across departments.
- 4

Persuasive Communication
Present ideas with greater clarity, relevance, and impact. Communicate with more authority in every setting.
- 5

Advanced Influence
Influence leaders, manage conflict, negotiate, build coalitions, and practise in real-world simulations.

Practical & Actionable
Real-world tools for influencing decisions across matrix, cross-functional, and stakeholder environments.

Highly Interactive
Simulations, stakeholder mapping exercises, discussion, influence drills, and applied practice.

Immediate Career Value
Use techniques right away to drive alignment, manage resistance, and build stronger visibility.

Leave with a sharper influence toolkit, stronger stakeholder instincts, greater confidence in difficult conversations, and a clearer ability to lead — standing out as more credible, trusted, and impactful professionals.

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Ready to lead with greater influence, buy-in, and impact? Enroll your team in this high-impact 2-day programme and turn cross-functional challenges into career-defining results.
- Inhouse and public run options available. Contact us for pricing and scheduling. Pre-register to secure your seat today.**
- Inhouse training program is available. Contact us email azli.ismail@eliteindigo.com or WhatsApp 6012 705 5594 (Aisha) or visit www.kredenzaadigital.com/eliteindigoprogram**