



Management And Leadership

Engaging and Influencing Others in the Workplace

Course Introduction

At BOOST, we believe that fostering a culture of engagement and influence in the workplace is a critical component of professional success. Whether you are a manager, team leader, or individual contributor, the ability to **engage, inspire, and influence colleagues** can enhance collaboration, improve productivity, and create a more positive work environment.

This **three-day course** is designed to equip professionals with the necessary skills to **build strong relationships, communicate effectively, and create a workplace culture of motivation and trust**. Participants will explore the **psychological drivers of engagement**, learn to adapt their communication styles to different personality types, and develop strategies to **navigate challenges such as disengagement, resistance, and workplace conflicts**.

Through a structured and comprehensive approach, this course delves into the **foundations of engagement, effective communication techniques, and long-term strategies for maintaining a high level of influence in professional settings**. By the end of the program, participants will have gained practical insights and tools to **increase their leadership presence, foster stronger workplace relationships, and create an environment where collaboration and engagement thrive**.

Target Audience

This course is ideal for:

- **Managers and Team Leaders** looking to create a more engaged workforce.
- **HR Professionals** responsible for employee engagement and workplace culture.
- **Project Managers** seeking to enhance their ability to influence without authority.
- **Professionals at all levels** who want to build stronger workplace relationships.
- **Anyone in a leadership or collaborative role** who wants to develop their ability to engage and inspire others.

Learning Objectives

By the end of this course, participants will be able to:

- Understand the key drivers of **employee engagement and workplace influence**.
- Develop techniques to **build trust and credibility** in professional relationships.
- Enhance **verbal and non-verbal communication** to inspire and motivate others.
- Adapt their communication approach to **engage different personality types**.
- Apply **emotional intelligence strategies** to strengthen workplace connections.
- Overcome barriers to engagement, including resistance and workplace conflicts.
- Implement long-term strategies to sustain **a culture of collaboration and engagement**.

Course Outline

- **01 Day One**

- Understanding Engagement and Influence in the Workplace**

- **The Foundations of Workplace Engagement**
 - The importance of engagement in professional success.
 - How workplace culture influences motivation and productivity.
 - The link between engagement and job satisfaction.
 - **Building Trust and Credibility**
 - Key factors that establish credibility in professional relationships.
 - The impact of authenticity and transparency on workplace trust.
 - Common barriers to trust and how to overcome them.

- **Understanding Personality Styles and Engagement**

- Recognizing different personality types in the workplace.
- Tailoring communication styles to enhance engagement.
- Strategies for engaging introverts, extroverts, and analytical thinkers.

- **02 Day Two**

Effective Communication for Engagement and Influence

- **The Role of Emotional Intelligence in Engagement**

- How self-awareness and empathy impact professional relationships.
- Managing emotions to improve workplace interactions.
- Techniques to create a positive and inclusive communication environment.

- **Enhancing Workplace Communication**

- The power of active listening in engagement.
- How to use clear and persuasive language to inspire others.
- The role of body language and tone in effective communication.

- **Motivating and Inspiring Others in the Workplace**

- Identifying what drives individuals to stay engaged and productive.
- Encouraging a growth mindset within teams.
- Strategies for recognizing and reinforcing positive workplace behaviors.

- **03 Day Three**

Overcoming Challenges and Sustaining Engagement

- **Addressing Disengagement and Resistance**

- Recognizing the signs of disengagement in the workplace.
- Strategies to re-engage unmotivated colleagues.
- Approaches to handling difficult conversations effectively.

- **Managing Conflict While Maintaining Engagement**

- Common causes of workplace conflict and their impact on engagement.
- Communication techniques to navigate and resolve conflicts.
- The role of negotiation and compromise in maintaining positive relationships.

- **Creating a Culture of Continuous Engagement**

- Long-term strategies for fostering a collaborative and motivated workforce.
- The role of leadership in sustaining engagement.
- The impact of ongoing feedback and recognition in the workplace.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 20, 2025	April 22, 2025	3 days	3250.00 \$	UAE - Dubai
Sept. 29, 2025	Oct. 1, 2025	3 days	3250.00 \$	UAE - Dubai
Nov. 23, 2025	Nov. 25, 2025	3 days	3250.00 \$	KSA - Riyadh