



Impact & Influence

A new Programme from OMT Group designed to help Managers influence behaviours at all levels across the Business.

Following an over-whelming wave of media attention on the current economic downturn and in response to the emerging needs of our Clients, OMT Group present Impact & Influence – our latest offering for Managers who instinctively know what to do but now need to make it happen.

What is the Programme about?

OMT Group's newest One Day Programme takes Managers out of their usual environment and equips them with the critical Insights and Behaviours they need to meet the challenges of the current Business Climate, including:

- Understanding your Business Environment, its centres of power, spheres of influence, decision makers etc.
- Learning how to manage the Influence Framework - creating 'influence opportunities', leveraging your own position strategically and tactically
- Learning how to 'read' others and how to 'push the right buttons'
- Personal Impact! Keeping yourself present, focussed and passing that energy on to others

Who should attend?

- Managers who know they need to act now but feel they need an increased awareness and strength of influence to drive the right decisions across the Business and then see them through
- Managers at key pressure points within the Business who may be facing new challenges due to changing markets, budgets, targets, consumer behaviour etc.
- Managers who want to re-focus themselves, their People and their Business to face upcoming challenges

OMT Group is an Organisational Development Firm that helps Businesses get better at leading, organising and managing their People to achieve better results.

If you would like to know more about our Clients, our Solutions and our People you can visit www.omtorgdev.com or call us in Ireland on +353 61 333 640 or in the UK on + 44 845 6041768

Programme Content & Benefits

- **Understanding your Business Environment:** Reviewing the internal business climate, its critical business issues, pressure points, centres of power and spheres of influence
- **Understanding the Power of Influence:** Understanding the Principles of Influence, exploring the Influence Framework and implementing appropriate Influence Models
- **Creating Energy & Impact:** Looking within in order to tap into your personal energy. Gaining credibility within your Business and building trusting and productive relationships
- **Exercising Influence & Gaining Buy- In:** Developing the appropriate behaviours and skills for effective influence at all levels within your Business – your Team, your Peers, Key Decision Makers, your Boss, your Board
- **Driving Changes Uphill:** Using influencing skills to reach consensus on key issues/decisions even when the odds seem against you. Developing strategies for different circumstances. Handling conflict at all levels within the Business

Our Clients Say.....

The 'Impact & Influence' workshop was great. The interactive exercises really helped the group open up and bring the themes to life. All the exercises were good and definitely generated debate and ideas. I really liked the 'research bit' rather than just lecturing us on topics.

Lisa Curran, Sage

Why OMT Group?

- A highly innovative Programme incorporating the latest in Accelerated Learning Techniques, Reflective Feedback and Scenario Role Playing
- Very practical approach to Management Development, grounded in the real issues of your Business
- Internationally experienced Consultants who each have a strong background in Business Management as well as Organisational Development expertise and accreditation

Interested in learning more about how OMT Group can assist your Business?

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