



# PERSONAL INFLUENCE & PSYCHOLOGY OF INTERACTION

BY ELITE INDIGO

***Gain practical strategies you can apply  
immediately to enhance your influence and build  
stronger, more impactful connections within your  
organization!***



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# Personal Influence & Psychology of Interaction

## • Program Overview

Communication is one of the most important tools in any business environment, and it's no surprise that innovation often follows better communication. When employees are able to interact effectively, they can discuss ideas and strategies that can improve processes, increase efficiency, and result in new products and services. In this session, we'll discuss how better communication leads to innovation, including a look at the potential benefits for any organization.

## • Learning Objectives

- Setting the platform for how everybody wins attitude can be achieved.
- Identifying current strengths and areas we can create greater influence.
- Learning to tune in and complement two-way communication.
- Making ourselves flexible to increase personal and group dynamics.
- Staying cool, calm and collected when we need to.
- Applying humility in the workplace when we have to.
- Taking the team out for creative sessions when we should do.

## • Method Used

Transactional analysis (TA) is a powerful tool to aid in the development of innovative ideas and solutions. TA was developed over 50 years ago by Dr. Eric Berne as a way to understand interactions between individuals and groups. It has since been widely used to improve communication, relationships, and problem-solving skills.

## • Who Should Attend

Anyone looking to improve themselves

## • Duration

One (1) Full-Day Workshop;



# Personal Influence & Psychology of Interaction

## • Course Outline

### DAY 1

TIME	ACTIVITY	DETAILS	LEARNING
09:00 a.m. - 9:15 a.m.	Introduction to the course and Transactional Analysis	Giving you a big-picture idea of what will be achieved during the session and the tool we will be using to help you along the way.	Learn the concepts and methods of intentional leadership.
9:15 a.m. - 10:00 a.m.	Intentional Leadership	Leadership is an invaluable skill, especially in today's ever-evolving society. Focuses on actively engaging people with a purpose. Strategies for intentional leaders.	Learn the concepts and methods of intentional leadership.
10:00 a.m. - 10:45 a.m.	Increasing Influence	Explore how successful people achieve goals, the styles and personalities they use, and how to make objectives easier to accomplish.	Learn how to increase your influence by making small but meaningful changes.
10:45 a.m. - 11:00 a.m.	Morning Tea Break		
11:00 a.m. - 11:45 a.m.	Interaction Secrets	Learn to maximize interactions with clients, colleagues, and groups. Discover secrets to a Win/Win relationship and effective conversations.	Learn tips and tricks in interaction and how to influence said interaction.
11:45 a.m. - 12:30 p.m.	Interacting Powerfully	Explore how to present yourself in varied ways to influence more people. Learn how to adapt your approach and style to any situation.	Learn how to interact with others freely and adapt to the situation.
12:30 p.m. - 1:30 p.m.	Lunch		



# Personal Influence & Psychology of Interaction

## • Course Outline

### DAY 1 CONTINUED

1:30 p.m. – 2:15 p.m.	Assertive Advantage	Assertive communication involves speaking clearly, directly, and respectfully to achieve outcomes. Learn how to build assertiveness.	Learn how to voice your thoughts in a respectful and effective manner.
2:15 p.m. – 3:00 p.m.	The Leader Coach (Individual/Team)	Innovation is key to success but can be daunting. Learn strategies to foster an innovative spirit and communicate ideas effectively.	Learn to communicate with your team and come up with new ideas to different problems.
3:00 p.m. – 3:15 p.m.	Afternoon Tea Break		
3:15 p.m. – 5:00 p.m.	Facilitating Creativity	Creativity often comes from effective communication. Learn techniques to improve team communication, ensuring smoother workflows and better results.	By learning effective communication, ideas in the team will flow more smoothly, producing better results.
5:00 p.m.	Session ends after Q&A, feedback, and evaluation		



## ABOUT ELITE INDIGO

We are dedicated to empowering businesses to achieve their full potential. With a team of seasoned professionals and a wealth of industry experience, we offer tailored consulting services to help organizations overcome challenges and seize opportunities.

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Dive into the cutting-edge world of AI, exploring algorithms, data analysis and more.



### TECHNICAL SKILL

Sharpen your technical prowess from programming, software and more.



### SOFT SKILL

Develop essential interpersonal skills to excel in any professional setting.



### LEADERSHIP SKILL

Unleash your leadership potential with our Leadership Skills course



### TEAMBUILDING

Understand the dynamics of teamwork, communication, and synergy

