



Consulting and Training | Reach New Heights

Course Name

Engaging and Influencing Others in the Workplace

Sector Name

Management And Leadership

Document Type

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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.

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Target Audience

- ✓ **Managers and Team Leaders** are looking to create a more engaged workforce.
- ✓ **HR professionals** are 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.

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Learning Objectives

- ✓ 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.

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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.

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Course Outline

✓ **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.

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Course Outline

✓ **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.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 26, 2027	April 28, 2027	3 days	3250.00 \$	UAE , Dubai
Oct. 5, 2026	Oct. 7, 2026	3 days	3250.00 \$	UAE , Dubai
Nov. 29, 2026	Dec. 1, 2026	3 days	3250.00 \$	KSA , Riyadh
Jan. 11, 2027	Jan. 13, 2027	3 days	3950.00 \$	Austria , Vienna

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