



Consulting and Training | Reach New Heights

Course Name

The Psychology of Professional Influence

Sector Name

Interpersonal Skills and Self Development

Document Type

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The Psychology of Professional Influence

Course Introduction

Every workplace interaction is influenced by human behavior, perception, motivation, and decision-making processes.

Professionals who understand the psychology behind how people think, respond, trust, and engage are better equipped to build stronger relationships, influence positive outcomes, and navigate complex workplace dynamics. Professional influence today is not achieved through authority or persuasion alone—it is built through behavioral awareness, credibility, emotional understanding, and ethical communication.

Developed by **BOOST Consulting & Training**, the **Psychology of Professional Influence** program explores the behavioral science behind workplace influence and provides professionals with practical strategies to understand human behavior, build trust, communicate more effectively, and encourage constructive collaboration. The program combines organizational psychology, behavioral intelligence, cognitive awareness, and ethical influence techniques to help participants create lasting professional impact while strengthening workplace relationships and organizational performance.



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The Psychology of Professional Influence

Target Audience

- ✓ Professionals across all functions
- ✓ Team Leaders
- ✓ Supervisors
- ✓ Customer & Stakeholder-Facing Professionals

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Learning Objectives

- ✓ Understand the psychology behind workplace behavior.
- ✓ Recognize factors that influence professional decisions.
- ✓ Build trust through behavioral awareness.
- ✓ Apply ethical influence techniques in workplace interactions.
- ✓ Improve communication by understanding human responses.
- ✓ Strengthen professional relationships through psychological insight.
- ✓ Develop a personal behavioral influence framework.

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The Psychology of Professional Influence

Course Outline

✓ Day 01

Foundations of Behavioral Influence

Understanding Human Behavior at Work

- ✓ Behavioral drivers in professional environments.
- ✓ How perception shapes workplace interactions.
- ✓ The psychology of trust and credibility.

Recognizing Behavioral Patterns

- ✓ Identifying individual behavioral preferences.
- ✓ Understanding workplace motivations.
- ✓ Recognizing common cognitive biases.

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The Psychology of Professional Influence

Course Outline

✓ Day 02

Designing Ethical Influence Strategies

Understanding Decision Psychology

- ✓ How people evaluate choices.
- ✓ Emotional and rational decision-making.
- ✓ Building influences through understanding rather than pressure.

Building Trust-Based Relationships

- ✓ Establishing psychological safety.
- ✓ Developing credibility through consistent behavior.
- ✓ Creating positive professional connections.

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Course Outline

✓ Day 03

Applying Behavioral Influence

Communication Through Behavioral Awareness

- ✓ Adapting communication to different personalities.
- ✓ Managing emotionally sensitive conversations.
- ✓ Encouraging collaboration through behavioral understanding.

Influencing Workplace Decisions

- ✓ Supporting consensus-building.
- ✓ Managing differing viewpoints.
- ✓ Encouraging commitment through shared understanding.

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Course Outline

✓ Day 04

Measuring Influence & Behavioral Effectiveness

Evaluating Professional Influence

- ✓ Measuring relationship quality.
- ✓ Assessing influence outcomes.
- ✓ Reviewing communication effectiveness.

Continuous Behavioral Development

- ✓ Strengthening emotional awareness.
- ✓ Improving behavioral flexibility.
- ✓ Building lifelong influence habits.

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Course Outline

✓ Day 05

Sustainable Influence for the Future Workplace

Ethical Influence in Modern Organizations

- ✓ Maintaining integrity in professional influence.
- ✓ Building a trusted professional reputation.
- ✓ Supporting positive workplace culture.

Building Your Behavioral Influence Roadmap

- ✓ Defining long-term development priorities.
- ✓ Creating a personal behavioral growth strategy.
- ✓ Sustaining influence through continuous learning.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Dubai

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