



# Influencing Skills

## Delegate Comments

### Challenge

We were approached to develop a short workshop targeting secondary care professionals working within Cardiology departments to help them with influencing skills, to enhance the delivery of healthcare, by providing tools to help influence patients to take their medicines effectively.

### Solution

We delivered our short fast-paced workshop covering the six key methods of influencing people and focussed on three of these methods in greater detail. Inspire Change uses practical examples from the NHS & pharmaceutical world and all of the delegates are encouraged to come up with their own ideas and solutions.

### Results

Despite the short duration of this workshop (just 2 hours) every delegate left feeling confident that they could apply what they had learnt on the workshop to their every day-to-day environment.

Here are some of the comments from delegates who have attended this workshop:

**“Essential to survive the increasing exposure to management”**

**“It is an absolute must, suitable for all the pharmacy team”**

**“Very useful, well presented, keeping the interest until the very end”**

**“Definite must attend. Different, interesting and relevant”**

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Numbers

Up To  
28

Time

1 Day

Training Style

Fun Team  
Tasks  
Workshop  
Style