

Title	Skill Element 1	Leading with Impact
Intro	Why is this skill element important?	Leaders and managers, in order to be successful in their role, are often required to get their point across to others and bring them round to their way of thinking.
	Learning outcomes	<ul style="list-style-type: none"> <li>• Getting our point across in a way that protects our personal brand</li> <li>• Creating positive impact with stakeholders using a variety of self-management techniques</li> </ul>
	Content agenda	This session consists of three steps: 'Understanding Impact', 'Playing High' and 'Playing Low'.
Body	Understanding the challenge/issue	Sometimes, in order to get our point across we need to stand tall and take an assertive position however not all of the time. On other occasions, to achieve our goals, it might be more appropriate to step back and let others shine.
	Insight	Focusing on the two dials of impact. Achieving high levels of control when we turn up to a situation and variable levels of presence, enables us to flex between personal styles that create our measure of impression.
	Experience	Breakout: Understanding how to cultivate your own voice and encourage the voice of others.
	Apply & reflect	Jamboard: Understanding how to balance your signals against Mehrabian's 7-38-55 model.
Wrap	Next steps/transfer	Using the techniques to reflect on how to keep their control 'high' and flex their 'presence', to meet the needs of the situation.