

## Influencing Skills & Political Savvy Master Class

This 1 - 2 day workshop, running since 2012, acts as a refresher to experienced audit managers and heads of audit but digs below the surface of conventional discussions to deliver a more “real world” appreciation of influencing and stakeholder management, in which impressions count, and where there is limited air time available to get across complex and sometimes controversial messages.

- This 1 - 2 day course has been delivered successfully in Belgium, Norway, Sweden, Switzerland and the UK since 2012.
- The workshop looks at the specific psychological issues associated with internal audits and other assurance activities, and the typical challenges that can arise (including irrational organisational defences) and how to overcome resistance to these
- The workshop explores political and systemic / organisational factors that can impact the work of the audit team and will equip audit managers and heads of audit to better understand these factors and learn how to manage them.
- Using real challenges faced by the participants the workshop also allows issues to be explored using peer coaching techniques, such as action learning, which can then be used by participants on an ongoing basis.

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