



Positive Influencing for people working in the Bio Health sector

22 November 2007

9.00 – 5.00pm

The Nowgen Centre
29 Grafton Street
Manchester, M13 9WU

Positive influencing skills are needed by everyone in business to contribute towards a thriving organisation. Managers that understand how to influence can have a huge advantage over those who don't. Many entrepreneurs and managers have good ideas but often fail to convince others about these in an increasingly competitive environment.

Topics covered : definition of positive influencing, identifying needs, questioning techniques, listening, presenting ideas, handling objections, gaining agreement

alanboyd consultants has developed a series of leadership management training specifically for people working in biotechnology or life science industries, designed to address issues faced in this unique and the highly specialised field.

Cost including refreshments and lunch:
£250 (industry) £150 (NHS and University)

20% discount if you book for the whole series by 31 August 2007

*To book: Contact the events team at Nowgen
T: 0161 276 5956 email: bookings@nowgen.org.uk
or book online: www.nowgen.org.uk/events*