

# INFLUENCING WITH IMPACT

BY COACHING TIGER

MASTER THE ART  
OF INFLUENCE  
THROUGH REAL-  
WORLD SCENARIOS  
AND ACTIVE  
PRACTICE

## Welcome to the course “Influencing with Impact”.

This program, developed in **collaboration with RSVP Design, UK**, a highly regarded **experiential learning company, trusted by leading business schools**, is tailored to enhance influencing skills through immersive hands-on activities.

What sets this program apart is its dedication to providing a dynamic and memorable learning experience. We firmly believe in **learning by doing, moving beyond passive listening to engage participants in activities**.

**Influencing skills are crucial for effective communication and collaboration**, empowering individuals to persuasively convey ideas, build relations and drive positive outcomes.

A highlight of the program is the incorporation of **real-world banking scenarios** into a culminating **role play exercise**. This hands-on approach allows participants to integrate their newfound knowledge in practical situations, specifically tailored to the banking industry.

Financial Practitioners **engage in immersive exercises, discussions, simulations within a safe space**. The program focuses on **strategies for adaptation, relationship building, securing buy-in from stakeholders and clients** and fostering change within financial institutions.

Whether you are a seasoned Financial Practitioner or rising star, Influencing with Impact transforms individuals into influential leaders who **confidently navigate complexity and drive positive change**.





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## Course Objectives

- Understand the **key principles of influencing** and its application in influencing stakeholders.
- Identify and analyze **different perspectives, diversity, and cultural backgrounds of stakeholders**.
- Develop open conversations to **reduce the potential for misunderstandings**.
- Demonstrate **empathy, questioning, and listening skills** to build trust and credibility with stakeholders.
- Practice effective **influencing techniques through role-playing** and real-life scenarios
- Develop a **personalized action plan** to apply the learned concepts and techniques in your workplace.

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## Target Audience

Influencing with Impact is designed for Financial Practitioners across the Financial Industry and levels of experience who are seeking to **enhance their influence and leadership skills**.

The program caters to a diverse audience, including **Bank Associates, Relationship Managers, Compliance Managers, Risk Managers, IT Managers seasoned Bankers and Head of Departments** looking to refine their influencing abilities.

Emerging Financial leaders aiming to develop their leadership toolkit, and Financial Practitioners who wish to navigate complex organizational dynamics in the financial industry and drive positive change.

Whether you are a manager, team leader, project lead, or individual contributor, Influencing with Impact **provides valuable insights and techniques to amplify your influence and make a lasting impact**.

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## Program Details

Influencing with Impact is an immersive **ONE-day program that spans 8 hours**, ensuring a focused and intensive learning experience.

With an ideal class size ranging between 16-20 learners, you'll have the opportunity to collaborate and interact in various groups throughout the day.

This setup enables you to **engage in hands-on tasks and exercises that foster active learning, encouraging meaningful interactions and knowledge exchange**.

The manageable class size ensures **individual attention and ample opportunities for participation, creating a positive and enriching learning environment**.

# 5 INFLUENCING STYLES



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## Program Fee

1. Influencing on Impact is priced at **SGD970.00 per participant**.
2. **Re-assessment is at SGD200.00** per participant. Payment will be required before the commencement of the coaching session and re-assessment.
3. **30mins for group or individual coaching** will be provided before re-assessment.

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## Withdrawal Refund

- Refund of the fee (partial/full) may be made in 14 working days:
- If enrolment numbers do not meet the minimum number of participants required.
  - Coaching Tiger terminates the program before the commencement date.

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## About Coaching Tiger

Coaching Tiger is an **organization dedicated to helping individuals and teams unlock their full potential**. Coaching Tiger offers hands on, transformative programs that equip participants with a wide range of tools to enhance their leadership skills.

**They learn to leverage effective communication, emotional intelligence, diversity, and influencing skills.** Additionally, participants gain insights into leading diverse teams, managing change, and fostering a positive work culture.

Coaching Tiger provides a B2B service, sessions are conducted for corporate group registration only.

## CONTACT US

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# IBF-STS

## About the IBF Standards Training Scheme (IBF-STS)

This course has been **accredited under the Skills Framework for Financial Services/IBF Standards: Critical Core Skills and is eligible for funding under the IBF Standards Training Scheme (IBF-STS)**, subject to all eligibility criteria being met. Participants are advised to assess the suitability of the course and its relevance to his/her business activities or job roles.

The IBF-STS is available to eligible entities and individuals based on the prevalent funding eligibility, quantum and caps. IBF-STS provides up to 70% course subsidy support for direct training costs subject to a cap of \$3,000 per candidate per course subject to all eligibility criteria being met.

Find out more on [www.ibf.org.sg](http://www.ibf.org.sg)



# IMPACT

## **ABOUT THE INSTITUTE OF BANKING AND FINANCE SINGAPORE (IBF)**

The Institute of Banking and Finance Singapore (IBF) is the national accreditation and certification agency for financial industry competency in Singapore under the IBF Standards. The IBF Standards are a set of competency standards for financial skills. These Standards are developed in partnership with industry leaders and provide a professional development and skills roadmap for financial sector practitioners to excel in their respective job roles.

**THE GREATEST ABILITY  
IN BUSINESS IS TO GET  
ALONG WITH OTHERS AND  
TO INFLUENCE THEIR  
ACTIONS**

JOHN HANCOCK



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