Security & Law Enforcement · SL150

Advanced Persuasion & Influencing Skills for Policing

Istanbul · 6 - 10 Dec 2026

Date	Venue	Duration
6 - 10 Dec 2026	**Istanbul**	**1 Week**
Fee	Ref	Language
£5,000 GBP	**SL150**	**English**

Introduction

The profession of policing entails influencing and persuasion so as to solicit compliance and achieve true conversion. This Advanced Persuasion & Influencing Skills for Policing training course will assist participants in becoming more effective in their personal interactions within their organisation and with the general public. You'll learn advanced influence codes and effective persuasion principles, which are critical for determining positive public perception and generating a desire to suit you.

Rapport is defined as everything that occurs after the first 4 to 10 seconds of your interaction with someone. You'll learn the psychology of building strong rapport, creating likeability, and generating cooperation to achieve organisational goals and objectives by attending this highly interactive and informative training course. You'll be able to play a more positive and proactive role in shaping more outcomes in your favour by learning the attributes of influence and effective application of the laws of persuasion. It will help you understand the heart of the human self-concept and how it develops in relation to work teams and social groups.

This training course will highlight:

- The psychological drivers of people and therefore the concept of self
- Impression Management Tactics
- Triggers of Mind Control
- The Laws of Persuasion
- Verbal and Non-verbal Codes of Influence

Course Objectives of Advanced Persuasion & Influencing Skills for Policing

By the top of this training course, the participants will learn to:

- Conceptualise and develop influencing skills to realise positive outcomes
- Engage psychological drivers to reinforce collaboration and performance
- Apply the laws of persuasion to realise compliance

- Exert positive influence without utilising trickeries and manipulations
- Utilise persuasive communication skills to realise results
- Use system centred group communication skills to get breakthrough ideas

Course Methodology of Advanced Persuasion & Influencing Skills for Policing

The training course is going to be highly interactive employing group and individual work, video and audio clips, and team exercises with opportunities for the participants to practice skills and knowledge during a safe learning environment. The training sessions will utilise active learning styles to make sure knowledge and practice are well integrated.

Organisational Impact of Advanced Persuasion & Influencing Skills for Policing

The Police organisation will benefit greatly and may expect the participants to:

- Define: Manipulation, Compliance, Persuasion, Influence, and Conversion
- Return to figure with a greater understanding of a person's psychological makeup
- Increase trust and improve team performance
- Engage in effective team-communication and generate positive results
- Enhance teamwork and interpersonal skills
- Understand the attributes of influence and apply them appropriately

Personal Impact of Advanced Persuasion & Influencing Skills for Policing

In attending a training course, the participants can expect to:

- Understand individual psychological drivers and motives
- Integrate laws of influence to enhance PR
- Develop a framework to influence and persuade others
- Recognise the impact of persuasion gambits employed by themselves et al. and the way to show them to their advantage
- Strategise effective relationship management
- Develop adaptive skills to influence effectively

Target Audience of Advanced Persuasion & Influencing Skills for Policing

This training course is aimed toward all aspects of Policing whether you're front-facing or leading teams this course will assist you within the following roles:

- Team Leaders
- Traffic Police
- Support Functions
- Community Police Roles
- First-line and Middle Managers
- Criminal Investigation Department (CID)

Course Outline of Advanced Persuasion & Influencing Skills for

Policing

DAY 1

Personality-driven Code of Influence

- Personality and personhood development
- The science of personality for better public interactions
- Personality-driven motivation and internal scripts
- Avoiding the traps of priority and pacing conflicts
- Getting obviate personal blind spot and emotional blockages

DAY 2

Self-concept and private Development

- Developing self-awareness and concept of self
- Congruent policing with Triangulation of self and values formation
- Psychological drivers the motivations permanently and evils
- Information processing routes
- Better social self for deeper charitable trust

DAY 3

Managing Relationship and Impression

- Managing Intrapersonal and interpersonal skills
- Impression management and emotional intelligence
- How are people wired?
- To push or to tug and when to use them
- Building better relationships with 3rd level listening skills

DAY 4

Building Effective Group

- Don’t grind to a halt within the storm when working as a team
- Maximising on the dynamics of group interaction
- Appropriate bases of power for effective public control
- System centred brainstorming for breakthrough ideas
- Working effectively with different personalities in your team

DAY 5

Psychology of Influence

- Triggers of mind-control and know when to use them
- The laws of persuasion for public compliance
- Pay attention to non-verbal code of influence
- The elements of emotion and logic in deciding
- Review and Action Plan

Register or ask about this course online

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