



Creating Impact

Our behaviours can impact positively and negatively on the people around us. Do you know what the impact of your behaviour is on others?

Have you ever considered whether you want to have more 'impact' on the people around you? Would that work for you or against you in your day to day life at work, at home and socially?

The background is a solid teal color with several large, semi-transparent, abstract shapes in a lighter shade of teal. These shapes include a large leaf-like form at the top, a curved shape at the bottom left, and a circle at the bottom right.

Impact IS:

Image

Have you considered your words, tone and body language and how you come across in either a positive or negative way?

Research shows that over 90% of our impact comes through our non-verbal behaviour and signals.

Meetings

Having more of a presence in meetings and leading. Saying what we feel is necessary and making good contributions.

Presenting information

Creating impact in presentations will help to make a business case and influence gaining approval for the changes you wish to make.

Actions

We cannot see a person's intentions just as they cannot see ours. It is our behaviour that a person can see and there is much we are not aware of in our behaviour. Be aware of what your behaviours may be saying that is not as you intend. A common example is doing other things when we should be listening. After saying things like "if you have any problems or need to discuss anything my door is always open" then checking the time on our watches or shuffling paperwork and looking at computer screens gives the message that we are too busy. We may be busy and it's a judgement call whether to say so or not.

Congruency

It is not what we say it is how we say it that conveys the Impact of our communication message. Tremendous distortions in understanding between individuals takes place if we do not consider how the words we use, our tone of voice and body language, work together in delivering our message.

Transformation

By considering how over 90% of your face to face interactions are conveyed through tone of voice (38%) and body language (55%) there can be remarkable positive developments in your impact on others.

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