

## ▲▲ POSITIVE POWER ▼▼ AND INFLUENCE

Positive Power and Influence is Chartwell's most in-depth open-enrolment programme.

It's suitable for all levels in an organisation - anybody who needs to have impact, create trusting relationships, and connect and collaborate effectively with others.

Positive Power and Influence builds behavioural agility, the vital skill for:

- Conveying ideas with presence and impact.
- Leading with vision and inspiration.
- Building and being part of great teams.
- Navigating change with resilience and agility.
- Innovating and driving forward new ideas.
- Forging partnerships and alliances centred on trust.

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The material and facilitators were excellent. The opportunity to practise and to receive feedback in the moment was brilliant.

The material gave me the opportunity to self reflect and adapt and adjust my natural styles accordingly.

**CHIEF CUSTOMER OFFICER**  
FINANCIAL SERVICES



# SKILL DEVELOPMENT

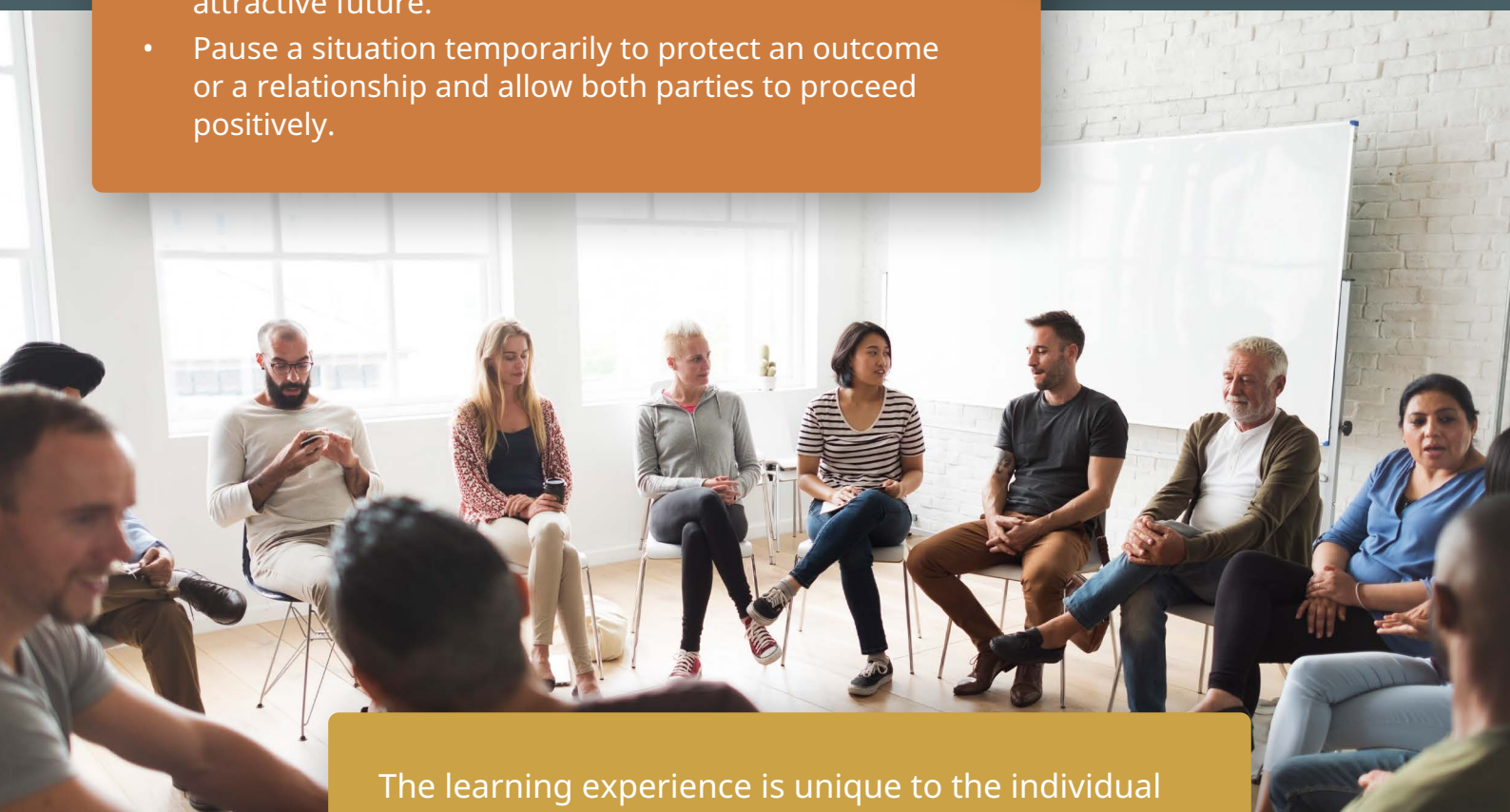
Participants learn to:

- Persuade with a concise proposal supported by facts and data that are relevant to the other person.
- Give clear, non-judgemental feedback about what they like and don't like.
- Be specific about their own needs and wants and to assert them with clarity.
- Listen to others in a way that encourages participation and ensures understanding.
- Disclose feelings, uncertainties or mistakes in a way that builds trust.
- Work with others to identify the common ground that they share.
- Generate optimism by building visions of a mutually attractive future.
- Pause a situation temporarily to protect an outcome or a relationship and allow both parties to proceed positively.

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I feel energised and empowered. I'm confident these skills will have a huge impact on my career going forward.

**DIRECTOR**  
GLOBAL NGO



The learning experience is unique to the individual because of their existing strengths and challenges.

During the programme participants also learn:

- To set specific, achievable learning goals.
- What gets in the way of their success.
- Peer coaching skills.
- How to apply their skills in the real world.

## FORMAT

The programme is available in two formats.

Each format is designed to ensure that participant engagement is high and learning outcomes are consistent. That means the choice of format can be made based on learner preference.

Both programmes are supported by online reading, videos, and solo and group activities which are completed at the learner's own pace.

- **Blended Learning Programme** - A combination of virtual and face-to-face cohort learning. The face-to-face workshop runs over three days at a venue in central London.
- **Virtual Learning programme** - A series of 12 virtual group sessions using Microsoft Teams.

See below for detailed dates and times.

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Incredibly useful and well-structured training programme. Delivery was spot-on, the safe group dynamic was established quickly, ability to practise then get constructive and actionable feedback was brilliant.

By far the best training course I have ever been on and one I feel will help me in my personal life as well as professional career.

**HEAD OF BUYING  
RETAIL**



## LEARNING JOURNEY

With over 40 years' experience of developing people, we know the right ingredients for a challenging and stimulating learning journey, one that will result in fresh insight, new skills, and real change.

Whether a fully virtual or blended learning format, the cohort size is limited to a maximum of 12 participants who experience engaging online content, small group practice, peer coaching, and a personalised approach to development led by two exceptional facilitators.

# POSITIVE POWER AND INFLUENCE

FEBRUARY 2025

£3,795 + VAT

BLENDED LEARNING PROGRAMME

VIRTUAL SESSION	18 February 10:00-12:00
FACE-TO-FACE WORKSHOP	25-27 February 09:00-18:00 (London)
VIRTUAL SESSION	13 March 10:00-12:00

MAY 2025

£2,695 + VAT

VIRTUAL LEARNING PROGRAMME

VIRTUAL SESSIONS	12 and 15 May 10:00-12:00
VIRTUAL WORKSHOP	19-21 May 09:00-16:30 (online)
VIRTUAL SESSION	5 June 10:00-12:00

OCTOBER 2025

£3,795 + VAT

BLENDED LEARNING PROGRAMME

VIRTUAL SESSION	7 October 10:00-12:00
FACE-TO-FACE WORKSHOP	14-16 October 09:00-18:00 (London)
VIRTUAL SESSION	30 October 10:00-12:00

NOVEMBER 2025

£2,695 + VAT

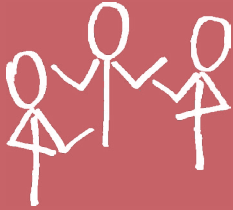
VIRTUAL LEARNING PROGRAMME

VIRTUAL SESSIONS	3 and 6 November 10:00-12:00
VIRTUAL WORKSHOP	10-12 November 09:00-16:30 (online)
VIRTUAL SESSION	27 November 10:00-12:00

\*ALL TIMES UK

- Up to 12 participants with two facilitators.
- Price includes registration on Chartwell Connect.
- Access to alumni support, network, and activities.

# WHAT'S IT LIKE TO LEARN WITH US?



## LEARNER EXPERIENCE

Social Learning defines the journey.

Social Learning supports personal accountability, immediate application, and content adaptation.

Lasting personal insight emerges through shared experiences, activities, feedback, and reflection.

Learners create a community, with each member acting as coach, champion, and consultant.

Our alumni community support learning and development into the future.



## FACILITATION APPROACH

Psychological Safety is our north star.

Learners need to feel safe so they can work and learn at depth.

Our skilled and experienced facilitators work creatively to build a climate of openness and trust that means every learner can:

- See mistakes as learning opportunities.
- Take risks.
- Speak their mind.
- Openly share stories and struggles.
- Support and challenge one another.

## TALK TO US

To find out more about the programme, get help choosing the right format, or to understand how we can work in your organisation, get in touch with us.



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