

Influencing Without Authority

Learn how the skills of powerful influencers can be turned into practical tools that you can use to gain genuine buy-in, even in the most challenging situations.

WHO SHOULD ATTEND

- Anyone who wants to achieve higher levels of engagement and performance within their team
- Anyone who needs to influence and persuade people across their organisation

SUMMARY

Improving your powers of influence

The best leaders are great at building trust and influencing others - not only the people in their team, but colleagues and more senior people throughout the organisation. They are able to get other people, employees and colleagues, to do what's required and often a little bit extra. People listen to them and are enthusiastic about their projects.

This course is designed to teach you how to use influencing skills and the power of persuasion to help bring people around to your way of thinking, reducing resistance and overcoming conflict.

On this course you will learn how the skills of powerful influencers can be turned into practical tools that you can use to gain genuine buy-in, even in the most challenging situations.

WHAT YOU'LL LEARN

- Why rational argument alone is often not very persuasive
- The three factors that make you influential
- Credibility as the foundation of influence and how to achieve it
- Why trust matters and how to build it fast with advanced empathy
- How to have a persuasive conversation
- Why stories and anecdotes are more persuasive than policy documents, and how to find and tell the stories you need
- How to structure a persuasive argument
- How to be subtly persuasive with peer pressure
- How to influence strategically