

## Influencing Others

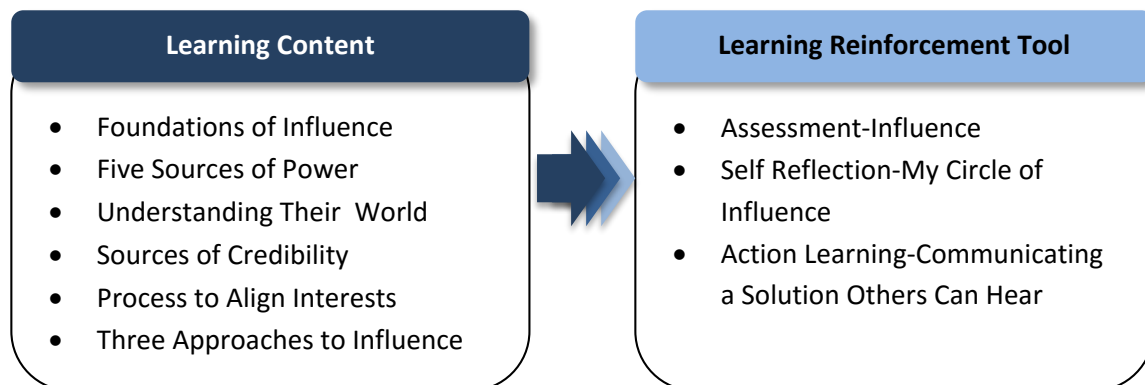
Influence is the capacity to build support for an idea, agenda or direction. The ability to influence without authority is the hallmark of a leader. Successful influencers maximize outcomes by building consensus and gaining cooperation. They exhibit personal authority that is not dependent solely on their position, enabling them to lead others in good times or in times of turmoil.

**In this interactive program, participants will learn key skills of influencing others and apply them to various scenarios.**

### Program Outcomes

- Recognize influence as a strategy to impact outcomes and compare it to other potential methods
- Build support for an idea or position
- Identify the potential for impact and the sources of power before deciding to use influence
- Recognize that credibility and connections are the conduits of influence

### Learning Process



**Program Length 4 Hours**

### Case Study

A recent client used the program to support the development of its IT professionals. Their goal is to ensure that members of the IT team have the skills to influence the behaviors of others so that they can be more productive in their roles.