

Influencing Others-Getting Results Without Authority

Course Summary

Description

The ability to effectively influence others to the end of managing expectations and outcomes, and finding collaborative ways for a project to move forward can mean the difference between project failure and success. Influencing others and managing expectations requires in-depth understanding of our own goals and objectives together with the ability to recognize the needs and objectives of others with the goal of finding ways to collaboratively get the needs of all parties met.

Note: This version of the Influencing Others Getting Results Without Authority course does not include an additional DiSC behavioral self-assessment, however the model is discussed in the class.

Objectives

After taking this course, students will be able to:

- Know the key emotional intelligence principles and levers of influencing others, and know how and when to apply these key principles in influencing others,
- Know how their own personal motivators and preferences for influencing others may differ from those of others, and how to behaviorally shift their preferences to increase effectiveness in influencing others,
- Know the essential elements and phases to effectively influence others,
- Know how to approach managing difficult people and situations and the difference between the two.

Topics

- The Four Pillars Influence
- Your Seven Sources of Influence Power
- Ten Influencing Tactics
- Influence & Emotional Intelligence
- Influence and Managing Expectations

Audience

This course is designed for anyone who needs to work with, manage or lead others without authority, or without a formal reporting structure.

Prerequisites

There are no prerequisites for this course.

Duration

One day