



# INFLUENCING WITHOUT AUTHORITY

## Find your own powers of persuasion for more effective leadership

As roles become more flexible and organisations flatter in structure, the ability to persuade and influence others becomes an invaluable tool for building consensus and generating momentum in the workplace. This insightful workshop moves beyond traditional power structures and equips participants with the skills to work across the organisation or with external partners to gain support, inspire others and turn stakeholders into champions.

Thrive in a networked world of working relationships as you learn to build relationships and influence with this insightful and effective workshop.

### Workshop Content

Starting with a thorough understanding of the dynamics of authority and 'soft power' in the workplace, this workshop builds to a series of practical exercises, allowing participants to learn skills and practice techniques in the context of their own projects and challenges. Skills practice, case studies and group exercises embed the learnings as skills for more effective outcomes. The workshop also looks at the role of influence in managing team stress, improving working relationships and building sustained buy-in for projects and ideas.



### Learning Outcomes

**Upon completion of this workshop, participants will be able to:**

- Recognise the value of positive influence
- Identify the key behaviours of effective influencers
- Match influencer tactics to different scenarios and audiences
- Prepare and positioning a message as a persuasive argument
- Use inspiration as a key driver of persuasion
- Identify the key aspects of trust for strategic relationship-building



#### **Recommended Audience:**

Middle and Senior Managers, Executive Level Leaders



#### **Delivery:**

Face to Face or Virtual



#### **Duration:**

Full day or Half day



#### **No. of attendees:**

12

**talkforce**  
communication | leadership | coaching



Building 6, 4 Clarke Road, Woolwich NSW 2110  
PO BOX 314, Hunters Hill NSW 2110



+61 2 9844 2999



talkforce.com.au



ABN 57 078 528 355