



# INFLUENCING WITHOUT AUTHORITY

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

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

Thrive in networks and with professional connections as you learn to build relationships and influence with this insightful and effective workshop.

### Workshop Content

Understand of the dynamics of authority and ‘soft power’ in the workplace. This workshop unpacks the role of influence in managing team stress, improving working relationships and building sustained buy-in for projects and ideas. Through a series of practical exercises and customised scenarios, participants acquire skills and practice techniques in the context of their own projects and challenges. Case studies and group exercises embed the learnings as habits for more effective outcomes.



### Learning Outcomes

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

- Recognise the value of positive influence
- Identify the key behaviours of influencing effectively
- Match tactics to different scenarios and audiences
- Prepare and position 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 for:

Middle and senior managers, executive level leaders



#### Delivery:

Face-to-face or virtual



#### Workshop duration:

Full or half day



#### No. of attendees:

12

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