

Influence without Authority

Duration
1 Day

Delivery Methods
VILT, Private Group



Collaborative environments largely rely on influence, not authority. Participants will learn and practice tips, tools, and techniques to influence others. Organizations with effective influencers enjoy better collaboration among stakeholders, improved trust among team members, and improved ability to move the organization forward to achieve business goals.

Who Should Attend

This workshop is designed to quickly provide essential influencing skills for business analysts, project managers, sponsors, business clients, team members, ScrumMasters, Product Owners, and anyone who needs to influence others.

Course Objectives

- Develop working definitions of terms used in influencing.
- Understand the basic underpinnings of influencing.
- Define trust and discuss why building trust is critical to influencing others.
- List and understand various influencing tactics and techniques.
- Use various stakeholder analysis tools to understand the key stakeholders you need to influence.
- Define courage and discuss the importance of courage in influencing others.

Agenda

1 - INFLUENCING KEY CONCEPTS

- Key Influencing Terms & Concepts
- Key Influencing Concepts
- Influencing Network Diagram
- The Influencing Formula

2 - TRUST

- Trust Defined

- Types of Trust
- Covey's Four Cores of Credibility
- Trust Building and "Busting" Activities
- Restoring Trust

3 - PREPARATION

- Analyzing Stakeholders
- Currency Preferences
- Influencing Tactics and Techniques

4 - COURAGE

- Why courage is needed to influence
- Barriers to courage
- Finding the courage to influence