

Influencing without Formal Authority

Duration: 1 day

Audience: Pour tous

Who is this training for?

For everyone.

Training objectives

- Be aware of your influence and the benefits that this power can bring
- Evaluate and consolidate your personal levers of influence
- Build the best strategy to exert your influence
- Use communication tools to influence action

Summary

Leverage your sources of influence to increase your performance. This course allows you to become aware of your power of influence and to learn how to use it strategically to achieve your professional goals, even without formal hierarchical authority.

Course outline

Exerting influence

- Defining the power of influence
- Personal levers of influence: power, credibility, visibility
- Self-assessment and avenues for consolidation

How to exert influence

- Clarifying one's objectives
- Defining the right target
- Taking into account the context and the issues
- Setting up winning conditions
- Preventing pitfalls

- Choosing the appropriate approach
- Using the right communication tools

Approach and methodology

- Lectures
- Demonstrations
- Tutorials
- Case study

Recommendations

This training is aimed at anyone wishing to develop their ability to influence, especially in contexts without hierarchical authority. It is recommended to come with a real situation or a concrete issue in order to maximize learning and its transfer to a professional context. An openness to self-assessment and feedback is essential to get the most out of the practical exercises. Active participation (exchanges, role-playing, reflections) promotes the integration of influence strategies.