

# Influence Without Authority

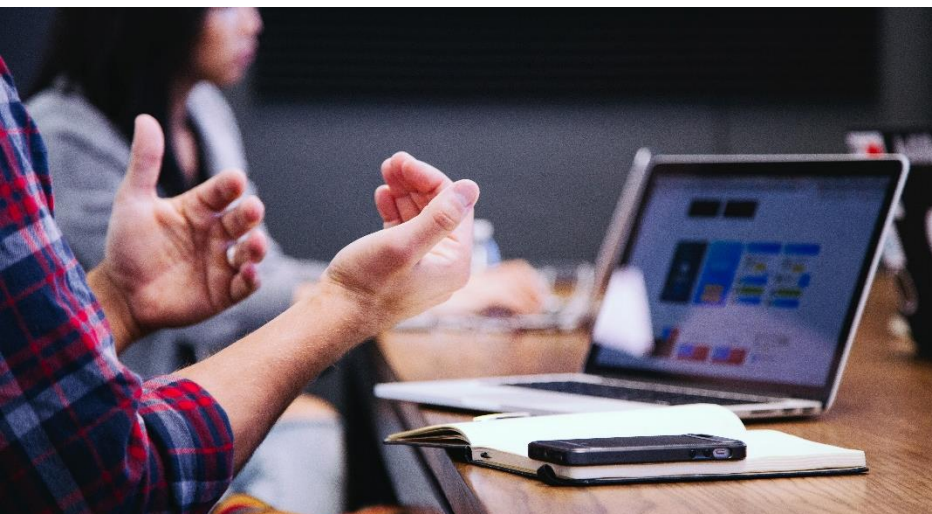
*How to lead people who don't report to you? How to build effective relationships and create allies in the workplace? How to influence your boss, peers, clients and other partners?*

## Program Details

Getting anything done in the business world — whether convincing someone to extend a deadline, fund your idea, or buy into your proposal — requires the ability to influence others. In this training program, we focus on the behaviours needed to build influence, using influence and sustaining influence.

## Training Outcomes

- Understand other's motivators and adapt their own style for greater impact.
- Generate trust.
- Be a catalyst for change.
- Build reliable ground rules.
- Try new ideas.
- Work through alternatives.
- Demonstrate openness.
- Gain consensus.



**Training Length**

**Half Day**