

## **Influencing Others: Getting Results Without Being the Boss**



Today's leaner, flatter and virtual organizations are experiencing a shift from command and control to teamwork and collaboration. Professionals at every level of an organization must get results without having to rely on direct authority.

This course helps you to successfully influence others to accomplish your objectives. Through practice sessions, video simulations, self-assessments and role-playing activities, you practice the specific skills, behaviors and attitudes to achieve desired results without relying on the use of authority.

Apply influence strategies. Gain commitment from others. Foster collaboration

Define desired outcomes for win-win results. Flex your approach to others to gain buy-in. Achieve goals by enhancing trust and cooperation. Deal effectively with difficult and challenging behaviors. Overcome resistance and inertia in others.

You will learn how to:

- Apply influence strategies to gain commitment from others and foster collaboration
- Define desired outcomes for win-win results
- Dynamically adjust your approach to others to gain buy-in
- Achieve goals by enhancing trust and cooperation
- Deal effectively with challenging behaviors to overcome resistance and inertia in others
- Use knowledge and competence rather than position and status to influence others