

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?

Using Influence and Sustaining Influence

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 Objectives and 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



Details

- Offered on-site or as a public training program
- Montreal or Toronto
- English or French

Giving you and your team the performance edge



18918 Clark Graham Avenue,
Second Floor
Bai D'Urfe, QC, H9X 3R8
T: 1-855-566-4827