

Getting Results Without Authority

Influence is the power to sway or affect a person or set of events. Depending on your position within an organization, you may want to be more influential with co-workers, with bosses, or people from other departments. In all of these situations, the ability to influence others will determine if we get the results we want. Even when we do not have the authority to “make” people get things done, we can get results without the authority by enhancing three foundational components: Personal power, Personal style and Persuasion.

With this in mind, how does an individual without a fancy title or the ability to reprimand another individual, assert their position when the job needs to get done. How do you influence people who do not work for you to get the results you need? This seminar will review how to focus your personal style to align with the style of others, increasing their desire to work with you and work for you.

Your credibility exists strictly in the other person's mind, not yours.

- The importance of adapting your communication style when working with others.
- Identifying your preferred communication style and the pros / cons.
- Understand attributes of effective/ineffective influencers and influencing strategies.
- Understanding personal power behaviors and how to relate to others.
- Building relationships, creating partnerships and developing relationships of reciprocity.
- Understanding various perspectives and how to use this in the persuasion process.
- Establishing credibility to manage various relationships.
- How to become a resource for others who need assistance.
- Techniques to creating win-win situations in times of conflict, negotiation and feedback.

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