



Influence without Authority Workshop: Your Assets

1. Knowledge/Expertise/Credentials:

- Are you reading, listening to podcasts, attending seminars, taking courses to beef up your knowledge base in your field?
- Law of Authority – are you getting and communicating credentials?
- Are you getting training or education in relevant cross-disciplines?

2. Validation:

- Law of Consensus - people are more likely to be persuaded if others have bought into the idea. Do you research and offer social proof of your ideas?

3. Networks:

- Are you making and nurturing important connections, both internal and external to the organization, that can serve the interest of the person you are trying to influence?

4. Skills:

- What skills, beyond the immediate job, can you offer? Example: writing, copy editing, ppt presentations, excel pivot tables, social media, etc.

5. What other resources do you have access to through your organization or memberships in other organizations?