

# THE

# INFLUENCE

# EDGE®

*Getting Work Done Without Authority*

## 1-DAY FLOW

*The Influence Edge® program can be tailored to individual client needs. For example, a case study can be tailored to imitate a situation that the participants might find themselves in on a regular basis.*

### Section I

- ID challenges and tough influence situations, what is influence?
- Challenges & Discussion of Influence
- Best & Worst Influencers, “Best Practices” research
- Goals & Flow—what are your personal goals for the workshop?
- ID Real Situation: Exercise—what are you facing, how to plan?
- Networking: Exercise—great influencers know how to use a network

### Section II

- Introduction Debra Case: Exercise—how to plan for an important meeting
- Introduction 4 Factors for Strategy: Exercise & Discussion—strategy pays off
- Influence Someone Now: Exercise—real time influence
- Introduction to a powerful and practical Influence Model
- Wheel Introduction & Exercise—tools that give you the Influence Edge
- Understanding the energies of Influence communications

### Section III

- Survey Debrief—pre-work analysis
- After Lunch: Questions & Concerns—what real business situations are you facing?
- Focused Practice: Exercise—developing new influence behavior skills
- Complete Strategy Plan—real business case application
- Consulting Pairs—two heads are better than one and more objective
- Group Answers Questions
- Close