

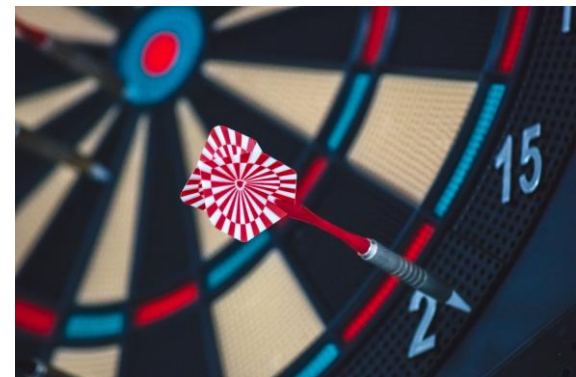


**Influence People**

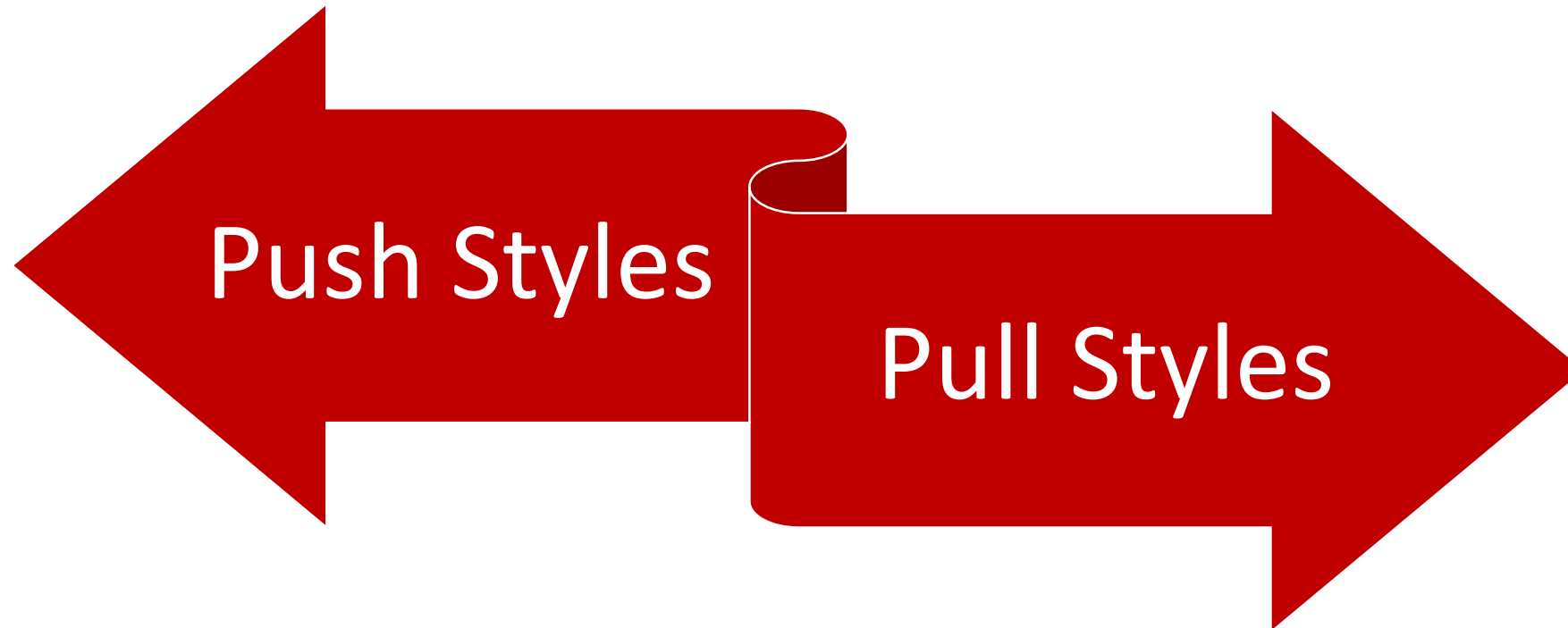
# Influence People

By the end of the Power Hour you will be able to:

- Describe the different approaches to influencing, and the benefits of each
- Identify different influencing styles and when each might be useful
- Use a 6-step approach to influence people positively



# Approaches to Influencing



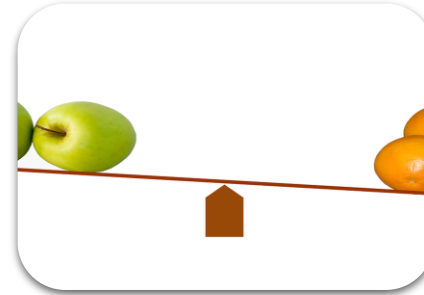
# Influencing Styles



Reasoning



Requesting



Bargaining



Bridging

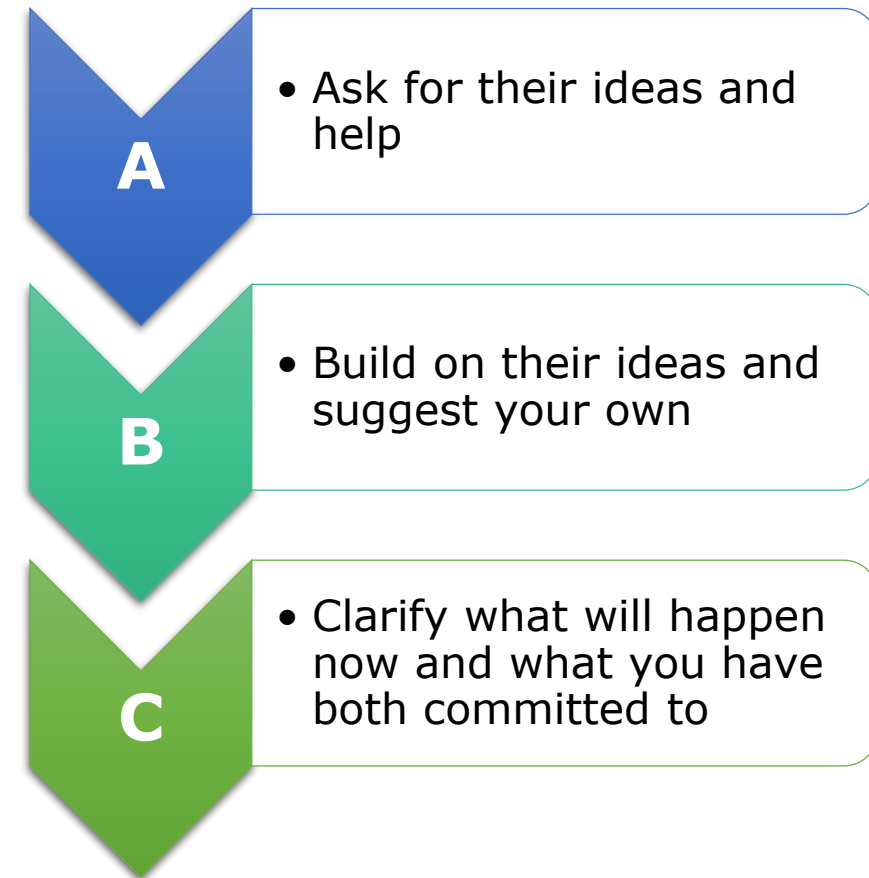
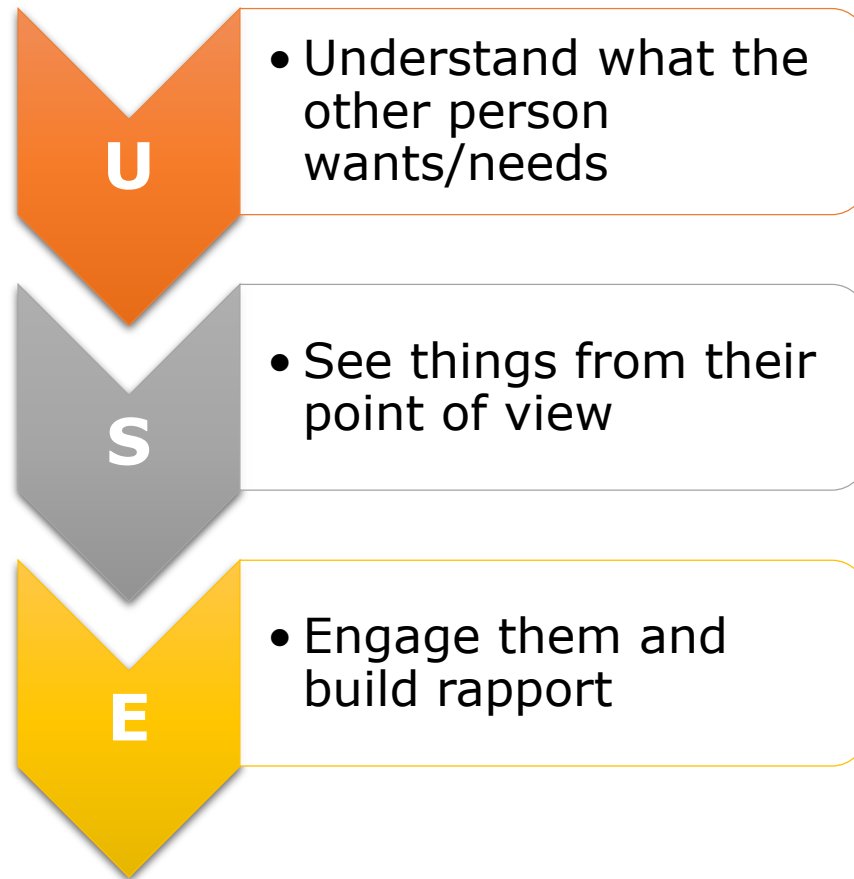


Inspiring



Minimising

# The Influencing Process



# Make it Work at Work

What are you going  
to **DO** as a result of  
this Power Hour  
Session?







Thank You  
&  
Good Luck