



## Build Relationships

# Session 5: Expanding Your Influence

## Key Topics:

- How do you position your ideas, proposals, and positions so that they'll be received well?
- What does successful influence look like?
- How to use your network to help you influence.

## INFLUENCE

“The act or power of producing an effect without apparent exertion of force and direct exercise of command. The ability to assert your own ideas and gain support or commitment from others.”

Tips for Building your Influence:

- LISTEN without judgment (seek to understand)
- Identify common goals



## Beyond Networking - Building your Sphere of Influence requires **STRONG** Relationships

- How does your **CURRENT** Network support your Career Vision and Goals?
- **Strategic Alliances:**  
A professional network that is the result of intentional and strategic design.

**WHO do YOU need to build a stronger relationship with, in order to increase your INFLUENCE?**

# “The Strength of your INFLUENCE is dependent on the Strength of your RELATIONSHIPS!”

## A Simple Model for Influence

1. Assess your relationships. Determine key goals / opportunities
2. Leverage Reciprocity
3. Strengthen your relationships. Use positive communication



People are willing to be influenced when:

- They believe it will be **worth** it - [VALUE](#)
- They can **DO** what is required - [ABILITY](#)
- AND - they [TRUST](#) / value you (willingness to cooperate because of how **YOU** show up)

## Preparing for an Influence Conversation

Think of someone you need to influence to (Change behaviors, set expectations, collaborate, advance your career)

- How **STRONG** is your relationship?
- What common goals do you have?

