Nine Strategies for Influencing

Empowerment
Valuing others by involving them in decision-making, and giving them recognition

Interpersonal Awareness
Identifying and addressing others’ concerns as well as leveraging their strengths and interests

Bargaining
Gaining support by negotiating a mutually satisfactory outcome

Relationship Building
Establishing and maintaining constructive relationships with people you may need to influence

Organizational Awareness
Identifying – and gaining support of – key people in the organization

Common Vision
Showing how our ideas support the organization’s broader goals and strategies

Impact Management
Choosing the most interesting, memorable, or dramatic way to present ideas

Logical Persuasion
Using logical reasoning, expertise, and data to influence others

Coercion
Using threats, intimidation, or pressure to get others to do what you want

- Hay Group