

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