

## Learning Kit: Influencing

There are times in our positions while collaborating and working with others that we have to encourage various perspectives and points of view to drive results. Having influence on how others think, and potentially behave, can be helpful while implementing change or overcoming conflict and challenges in the workplace. Please be mindful, this is not to be confused with manipulation, more so being strategic and helping colleagues see different perspectives to drive results. Strong influencers are often seen as informal leaders in their organizations if they are not in a leadership role. How do you become one of those people?

To learn more about influencing, check-out these resources.



### Influencing Others

LinkedIn Learning - 00:41 hrs



### Practical Influencing Techniques

LinkedIn Learning - 02:50 hrs



### Leading Without Formal Authority

LinkedIn Learning – 00:58 hrs



### The 10 Essentials of Influence and Persuasion

LinkedIn Learning – 00:41 hrs



### Persuading Others

LinkedIn Learning – 00:30 hrs