



Influencing Top Tips

Demonstrate Integrity - be honest, people will see through you and feel uncomfortable when you try to manipulate them

Develop Relationships - networking is a powerful way to influence

Show Enthusiasm - great influencers use their emotions, not just facts and figures to convey their point of view

Be Patient and Resilient - don't expect immediate results

Listen to Understand - this means listening carefully and with patience; ask for clarification if you don't quite understand something said. You can't influence without the other person having confidence that you know where they are coming from

Know Yourself - so that you can understand others

Be Prepared - do your ground work and plan what you are going to say and practise if necessary

Build Rapport - by really listening and bringing together your desired outcome with someone else's needs, you immediately establish rapport.