

# Increasing Your Influence

Are you looking for ways to influence change, improve collaboration and productivity with others, or just get your ideas heard? The ability to gain commitment from others is vital to your success as an influencer (with or without formal authority). In this program, you will explore strategies to increase your role as an influencer, practice techniques to effectively exert influence to achieve results, and plan effective approaches for real-life situations you are facing.



<b>CEUs:</b> 0.3 (3 hours)	<b>HRCI Credits:</b> 3.25 HR (General)	<b>SHRM:</b> 3.25 PDCs
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## Learning Objectives:

- Recognize and develop behaviors that demonstrate credibility and trust.
- Uncover the needs of others, recognize resistance, and use effective communication in interpersonal influence.
- Plan positive, persuasive messages utilizing strategies that gain commitment.

## Learning Options:

- Classroom training
- Live Online
- At your location

## Who Should Attend:

- Leaders, managers, supervisors, sales professionals, recruiters, buyers, and individuals who need to influence others, make collaborative decisions, and reach win-win agreements.

## Learn. Grow. Succeed.

Delivery options include learning at MRA, at your location, or online. Contact MRA to explore how this program may be customized to your unique individual and team training needs.



[www.mranet.org](http://www.mranet.org)

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## Course Outline

- Identify your personal challenges with exerting influence
- Define what influence is and is not, and behaviors that build credibility
- Develop a plan to improve how others view you
- Apply powerful communication and listening skills that increase your ability to influence others
- Review techniques to recognize and overcome resistance in others
- Create an action plan for challenging situations you are facing at work

“ This class taught me to build communication plans for different levels of influence and employ learned knowledge to help me understand resistance to change. ”



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