

AAIM Course Description



Building Influence & Credibility

The ability to work with and influence others is a key workplace skill. This program provides in-depth training on the sound use of tactics to influence work behavior and attitudes in an upward, lateral and downward direction. You will identify your preferred approach and learn how to flex your style according to the context and desired outcomes.

At the end of this class you will be able to:

- Identify and enhance your power base
- Use situational appropriate influence strategies
- Build credibility and trust in professional relationships

Topics that will be covered:

- Social Influence and Power in Organizations
- Distinguishing Between Compliance Gaining and Internalization
- Assessment of Position and Personal Power
- Types of Influence Strategies and Their Differential Impact
- Influence Case Studies
- Credibility Strategies Checklist
- Tips for Building Trust in Professional Relationships

Prerequisites: Individuals in positions that require them to influence the actions of others, especially peers or those over whom they have no authority. Especially valuable for new managers and project leaders in matrix organizations.

Advanced Preparation: There is no advanced preparation for this course.

Competencies: Organizational Agility, Interpersonal Skills

Delivery Method: Group Live | **Program Level:** Basic | **Duration:** Half-day

Continuing Education/Recertification Credits: CPE Credits, HRCI Recertification Credits and SHRM Professional Development Credits may be available for this course.