Influencing People On Your Projects, Leading to SUCCESSFUL Outcomes Every Time
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Be Clear About the Result You Want!

In any situation where you have to influence or persuade, it is vital to get absolute clarity about the outcome or result that you want.

Spending the time to do this up front will be time well invested.
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Step Into the Shoes Of the Other Party

People who are effective at influencing or persuading will not look at the challenge in a one dimensional way

They will really seek to understand the other party or parties’ perspective.
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Plan Ahead
Whenever You Can

If you know that you are going into a situation where you are going to have to influence or persuade, make a point of planning your approach

Consider the boundaries, how you are going to open the discussions and the impact that you want to make
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TIME TO PLAN
Listen to The Other Party

Stephen Covey in his book ‘The 7 Habits of Highly Effective People’ refers to the habit of seeking first to understand.

Too often, our desire to be heard gets in the way of listening effectively.
AIM for WIN-WIN!

In any situation, your ideal is a win-win situation.

When both parties win, you are much more likely to achieve what you want.

Do not fall into the ‘my way or no way’ trap.
WINNER!
AIM for WIN-WIN!

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Do not fall into the ‘my way or no way’ trap
Be Focused
But Flexible

You have an outcome that you want to achieve and others will have too.

You want to retain your focus and at the same time be flexible enough to adapt when it is obvious that this is necessary.

See yourself as a branch rather than the root of the tree.

The former is moveable while the latter is fixed.
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THANK YOU!

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