

# Influence Without Authority

4.5 PMI PDUs | 4.5 IIBA CDUs

**Format:** Live Instructor-Led Online through Zoom  
**Duration:** 4.5 hours

## Technology and Attendance Requirements:

Computer with a browser, Zoom, a microphone and speaker. For this workshop, camera should be on if possible and you must be actively participating.

“Influence Without Authority” is designed to empower you with the knowledge and techniques to navigate complex organizational landscapes and achieve objectives through effective persuasion and influence. Participants will leave with a personalized influence toolkit and a heightened ability to navigate complex professional relationships, driving positive outcomes even in situations where formal authority is limited.

This experiential course features interactive activities such as small group discussion, problem-solving activities, and role-play case scenarios. You will learn how to differentiate between influence and persuasion, assess your influence level, and develop strong networks through trust.

## Learning Outcomes:

During this course you will learn how to:

- Improve your influence skills in situations where you have little or no authority
- Differentiate between influence and persuasion and how and when to use each
- Create a plan to develop key internal and external business relationships
- Develop relationships through trust
- Improve influence communication

## Content:

- You will participate in a simulation activity to illustrate the importance of influence.
- You will assess your current level of influence within your role and organization.
- You will identify your influence goals.
- You will map your influence within your network.
- You will assess resources you can use to improve your influence.
- You will create a plan to develop key influence skills using the concepts discussed in this course.