INFLUENCING OTHERS TOOLKIT

"Leadership is not about a title or designation. It’s about impact, influence and inspiration. Impact involves getting results, influence is about spreading the passion you have for your work, to inspire team mates and customers."

Robin S Sharma

If you require this document in an alternative format please contact learninganddevelopment@ed.ac.uk

**INFLUENCING SKILLS QUIZ**
How strong are your influencing skills? Take this quiz to help you identify your strengths and formulate an action plan.
(5 mins)
NB you don’t need to create an account to view your results

**THREE KEYS TO INFLUENCING OTHERS**
In this video Brad Holst, principal and executive director at Mandel Communications, offers tips for getting people to see your side of the argument.
(3 mins)

**HOW TO INFLUENCE DIFFERENT TYPES OF PEOPLE**
In this video, Susanne Madsen explores different personality types within an organisation and how to manage each type.
(5 mins)

**THE SECRETS FROM THE SCIENCE OF PERSUASION**
This animated video describes the six universal principles of persuasion that have been scientifically proven to make you most effective as reported in Dr. Cialdini’s ground-breaking book, Influence.

**INFLUENCING OTHERS**
Ever had trouble persuading someone to do something, even if it was in their best interest? This online course will show you what the best influencers do, and how to choose the best steps for your situation.
(2 hours)

**THE SKILL OF PERSUASION**
In this white paper you are introduced to the three outcomes of influencing, three tactics that can be used to influence others, and six essential skills for effective influencing.
(30 mins)

**LEADERSHIP AND INFLUENCE**
An article looking at the role of influencing as a vital leadership skill.
(5 mins)

**INFLUENCING ACTION PLAN**
A self-assessment providing a framework to help you consider how to influence individuals or groups directly and indirectly
(30 mins)