



# 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

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## 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 groundbreaking book, Influence.



## 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)



## 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)



## 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)

