The Power to Influence Without Authority

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https://www.LinkedIn.com/in/buildleaders

Influence Situations

What are some examples of when you need to influence?

Influence or Manipulation?

How would you differentiate *influence* from *manipulation*?

1. Be an Ally

2. Remember SCARF
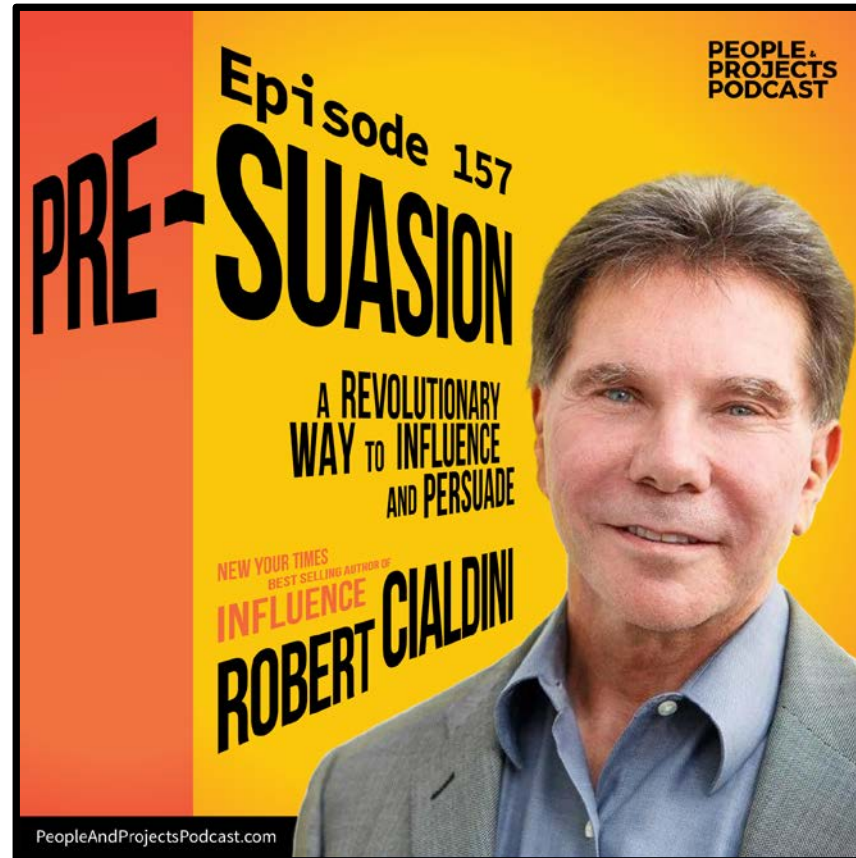
NeuroLeadership Institute
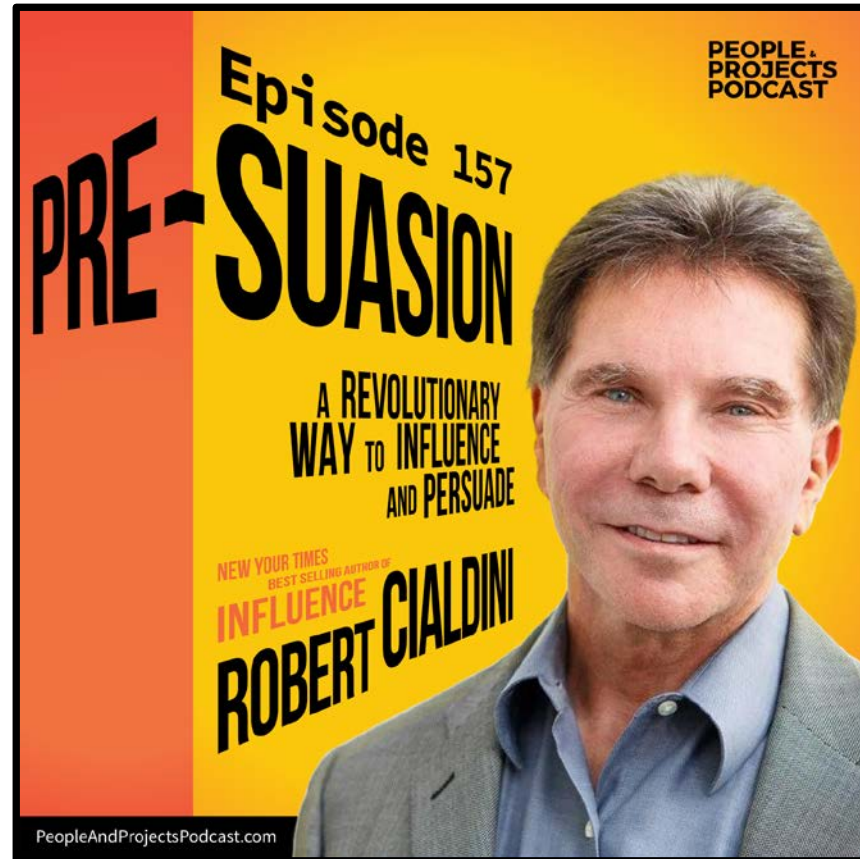www.NeuroLeadership.com

2. Remember SCARF

- **S**tatus
- **C**ertainty
- **A**utonomy
- **R**elatedness
- **F**airness

3. Ask for a Commitment

4. Help Them See What They Would Lose (Scarcity)

5. Exude Gratitude

"People stop wanting to help when they feel any hint of ingratitude."

Tim David
Author of *TRUE Influence*
PeopleAndProjectsPodcast.com/194

Scenario

Roles: PM, Sponsor

PM: You're trying to get the sponsor to sign off on a funding request.

1. Be an ally
2. Remember SCARF
3. Ask for a Commitment
4. Help Them See What They Would Lose
5. Exude Gratitude

Scenario

Roles: PM, Stakeholder

PM: The stakeholder has been missing some important meetings, and when they do show, they've been showing some resistance to the project.

1. Be an ally
2. Remember SCARF
3. Ask for a Commitment
4. Help Them See What They Would Lose
5. Exude Gratitude

Scenario

Roles: PM, Team member

PM: You're trying to get your team to follow a new process. But this team member has been resistant, usually doing things the old way.

1. Be an ally
2. Remember SCARF
3. Ask for a Commitment
4. Help Them See What They Would Lose
5. Exude Gratitude

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