Influencing Without Authority

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

In this course, you will strengthen your ability to influence decisions, build alignment, and drive meaningful outcomes in today’s complex work environment. You will learn how to clarify your goal, understand your stakeholders, and adapt how you connect with others to gain buy-in. You will also explore how trust, reciprocity, and communication styles shape influence—and how to apply practical approaches to advance goals with confidence. This course is for professionals who want to strengthen their ability to influence, build alignment, and move work forward. You will explore practical strategies to navigate stakeholders, build trust, and apply effective influencing approaches in a variety of situations. This course has been approved for 7 PDUs | 7 CDUs

About This Course

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Who Should Attend

Professionals at all levels who need to influence without formal authority, including project managers, business analysts, team leads, individual contributors, and anyone working in cross-functional or matrixed environments

Prerequisites & Entry Requirements

General Prerequisites:

This course has no prerequisite courses.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Strengthen your ability to influence decisions and drive outcomes Clarify what you want and define success up front Navigate stakeholders and organizational dynamics with confidence Adapt how you connect and build trust to increase impact Use a range of influencing approaches with intention and flexibility

Detailed Course Outline

1. What It Means to Influence

- What we do - influence, persuade, and manipulate
- Ethical use of influencing approaches
- Using influence effectively in everyday work

2. Clarifying Your Influencing Goal

- Defining clear, outcome-focused goals
- Identifying changes in behavior, thinking, and feeling
- Recognizing influence success

3. Understanding the Influencing Environment

- Understanding those we are influencing
- Mapping influence networks and environments
- Navigating organizational and political dynamics

4. Building Connection Through Trust

- The impact of trust when influencing
- Expanding your circle of trust
- Strengthening credibility and relationships

5. Adapting to Others

- Communication and decision-making styles
- Social styles and behavioral preferences
- Understanding what motivates others

6. Creating Win-Win Outcomes

- Reciprocity and exchange in influencing
- Identifying and offering value
- Aligning outcomes for mutual benefit

7. Applying Influencing Approaches

- Common influencing strategies
- Approach benefits and risks
- Blending approaches for effectiveness

8. Influence Requires Courage

- Working through resistance and uncertainty
- Influencing effectively up, down, and across
- Taking action in high-stakes moments
- Adapting in real time and acting with confidence

Frequently Asked Questions

Q: What delivery options are available for Influencing Without Authority?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 1-day Influencing Without Authority course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Influencing Without Authority training?

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Influencing Without Authority?

Yes, we provide corporate training, dedicated training, and closed classes for Influencing Without Authority. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Influencing Without Authority?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Influencing Without Authority training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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