

## INFLUENCE WITHOUT AUTHORITY

<b>Start Date:</b>	29/09/2025	<b>End Date:</b>	03/10/2025
<b>Categories:</b>	Leadership Development	<b>Venues:</b>	Milan
<b>Formats:</b>	In Person	<b>Instructors:</b>	

### OVERVIEW

This course teaches professionals how to influence peers, stakeholders, and decision-makers without formal power. It focuses on communication, trust-building, and persuasion strategies to increase impact in cross-functional work.

### OBJECTIVES

By the end of this course, participants will be able to: – Build trust and credibility in horizontal or matrixed environments. – Use persuasion techniques grounded in psychology and empathy. – Align stakeholders by framing shared interests and value. – Navigate resistance and difficult conversations constructively. – Lead initiatives and change efforts through strategic influence.

### COURSE OUTLINE

1- The Foundations of Influence Without Authority 2- Building Credibility, Trust, and Mutual Respect 3- Framing Value and Speaking to Stakeholder Interests 4- Navigating Pushback and Difficult Dynamics 5- Influencing Upward, Sideways, and Across Teams

### TARGET AUDIENCE

Mid-level professionals, project leads, internal consultants, and emerging leaders operating in matrixed or collaborative environments.

### METHODOLOGY

Influence mapping, persuasion frameworks, role-plays, resistance case scenarios, communication challenges, and storytelling practice.

### CONCLUSION

Participants will leave with a powerful communication strategy to expand their influence and move projects forward without positional power.

### DAILY AGENDA

### **Day 1: Power Without Position**

Understand the principles and ethics of informal influence.

### **Day 2: Earn the Right to Be Heard**

Build credibility and trust through clarity, action, and presence.

### **Day 3: Speak Their Language**

Use stakeholder mapping and framing to align interests.

### **Day 4: Handle Pushback with Poise**

Practice techniques for navigating resistance and conflict.

### **Day 5: Expand Your Impact**

Develop an influence plan tailored to your current projects.

*For more information, please contact us:*

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