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INFLUENCE WITHOUT AUTHORITY

Start Date:	09/11/2026	**End Date:**	13/11/2026
Categories:	Soft Skills	**Venues:**	Madrid
Formats:	In Person	**Instructors:**	

OVERVIEW

This interactive course empowers professionals to lead and influence across functions, teams, and hierarchies without relying on formal authority. Participants will master influence strategies, stakeholder mapping, and trust-building techniques.

OBJECTIVES

By the end of this course, participants will be able to: – Understand the psychology of influence and persuasion. – Build rapport and credibility with diverse stakeholders. – Navigate office politics and informal power structures. – Use storytelling and data to influence decisions. – Create alliances and coalitions to drive initiatives.

COURSE OUTLINE

1- Foundations of Influence and Credibility 2- Stakeholder Mapping and Trust Building 3- Influence Strategies for Different Personalities 4- Persuasive Communication and Storytelling 5- Leading Change Without Formal Power

TARGET AUDIENCE

All Supervisory Levels, Mid-level professionals, project leads, cross-functional managers, and anyone managing without direct authority.

METHODOLOGY

Role plays, behavioral simulations, influence strategy labs, and personal influence mapping.

CONCLUSION

Participants will gain tools to lead initiatives, build buy-in, and create impact in matrix or collaborative environments.

DAILY AGENDA

Day 1: Understanding Influence

Explore influence types, power dynamics, and credibility foundations.

Day 2: Stakeholder Strategy

Map influence networks and identify key relationships and blockers.

Day 3: Tactical Influence Techniques

Practice appeals, nudges, and value-driven positioning.

Day 4: Communicating with Impact

Use storytelling, reframing, and structured arguments to persuade.

Day 5: Action Planning for Influence

Develop a personal influence map and plan for upcoming initiatives.

For more information, please contact us:
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