

Purpose of Session

Achieving more influence in the workplace is often critical for success. Gaining influence on a team can allow one to promote better teamwork. Gaining influence in meetings can lead others to be more likely to listen to your ideas and suggestions. Gaining influence as a supervisor can result in being more respected and effective as a manager.

Mentors often have valuable insight on the topic of influence and consensus building to share with mentees.

Questions & Discussion Prompts

What is your typical approach when trying to influence others to consider a new idea or take action?

What are common obstacles one should look out for when trying to build consensus among others?

How can attempting to influence others sometimes go wrong if not approached correctly?

How can key stakeholders sometimes be utilized to influence others?

Consider reviewing and discussing the following article on Inc.com
<https://www.inc.com/jayson-demers/7-ways-to-build-influence-in-the-workplace.html>

Consider reviewing and discussing the following article on Forbes.com
<https://www.forbes.com/sites/work-in-progress/2011/12/21/five-steps-to-increase-your-influence/#4209a456372c>

Additional Ideas/Notes/Reminders