

Your Name:



INFLUENCE AND PERSUASION

Worksheet 1 (of 2)

Minor and Immediate Influencing Scenario

Your prep-work: Think about a real and current (or future) scenario where you need to gain agreement from an individual to do something that is not a major decision for them (eg. having a colleague hand in documents on time or having a client agree to a workshop).

Once completed, print this form off and bring it to the class.

Stakeholder involved?

Probable Thinking Preference:

A (Blue) B (Green) C (Red) D (Yellow)

Your Influence Objectives:

What challenges exist in achieving this?

What are some of the approaches you have considered?

Your Name:



INFLUENCE AND PERSUASION

Worksheet 2 (of 2)

Major and Longer-term Influencing Scenario

Your prep-work: Think about a real and current (or future) scenario where you need to gain agreement from one or more individuals to do something that is a reasonably major decision for him/her/them where it is important that the commitment continues after the initial agreement is made (eg. Change their IT strategy, decide on NetApp in a competitive bid scenario).

Once completed, print this form off and bring it to the class.

Stakeholder/s involved?

(List individually)

<input type="text"/>
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Probable Thinking Preference:

A (Blue) B (Green) C (Red) D (Yellow)

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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Your Influence Objectives:

<input type="text"/>

What challenges exist in achieving this?

<input type="text"/>

What are some of the approaches you have considered?

<input type="text"/>
