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Today's Presenter

**Chris Wong**

Founder of



Why even listen to me?




## AGENDA

- 1  
Why influence matters
- 2  
Principles of Influence and Trust
- 3  
Process for an Influence Campaign
- 4  
Process for One-on-One Influence

### Check in

Answer in the questions box:

What would be a great outcome from today/make this time valuable for you?



Leadership Potential

### Why You Need a Powerbase



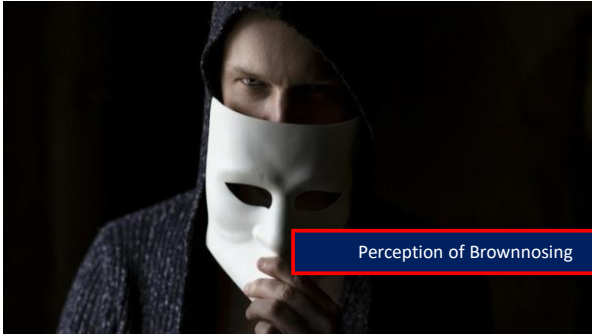
Poll Question:

Which of these beliefs describe you the most?

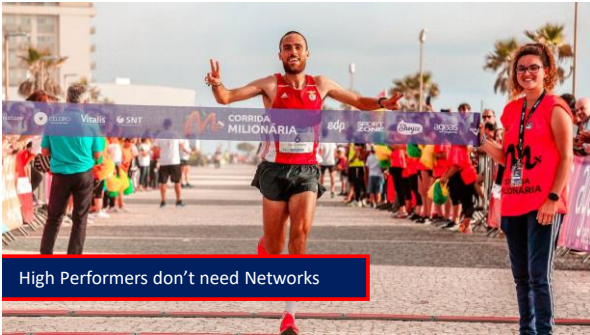
- A. Networking is for extroverts only
- B. Networking is for brownnosers and fake people
- C. If I focus on being great at my job, I don't need to network
- D. I actually like networking/influencing
- E. I have no idea what is going on right now



Extroverts vs. Introverts



Perception of Brownnosing



High Performers don't need Networks



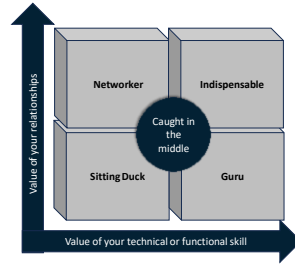
No Plan

Discussion

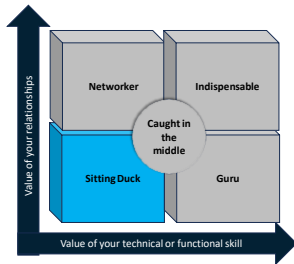
Answer in the questions box:  
What would an expanded powerbase help you do?



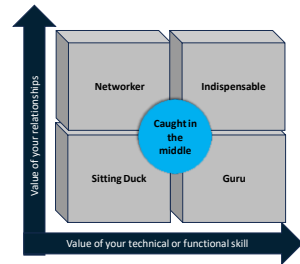
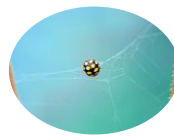
The Double Spike Approach



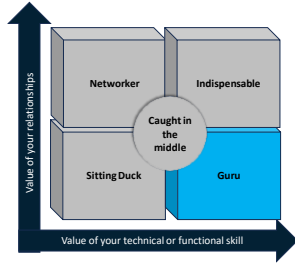
The Sitting Duck



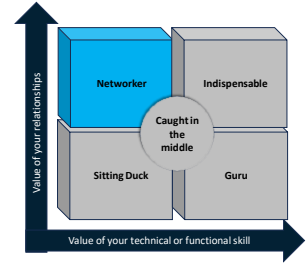
Caught in the Middle



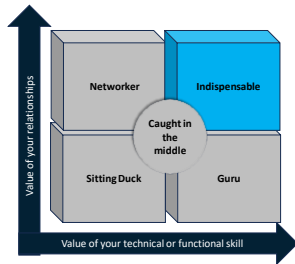
The Guru



Networker



Indispensable



Discussion

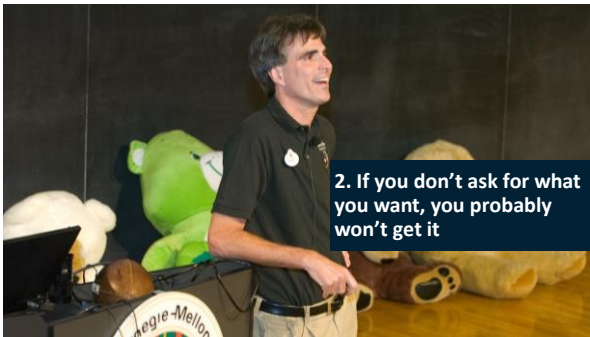
Answer in the questions box:  
What builds trust between people?



1. People do things for their reasons, not yours



2. If you don't ask for what you want, you probably won't get it



3. Influence happens one person at a time



#### 4. Trust is the foundation

- Deliver results
- Be transparent
- Be accountable
- Confront reality
- Clarify expectations
- Give credit to others
- Extend trust and respect
- Create routines and rituals



#### Process for an Influence Campaign



Poll Question:

How many decision makers do you have close relationships with?

- A. 0
- B. 1-3
- C. 4-6
- D. All of them

Leadership Potential 

#### Plan your approach

- Who are the stars in the organization?
- Who holds formal power?
- Who holds informal power?
- Who is leading "hot" projects, teams, or groups?
- Look at every department





Process for an One-on-One Influence



Build Social Capital and Strong Relationships

- Goal of relationship
- Current state/gap
- Communication style
- Personal/professional motivation
- What do they value?
- What value can you bring to them?
- What matters to them? Their team?
- Who influences this person?
- 3 ways you can build this relationship



*"Make myself someone they want to help or they want to make happy"*



Build Social Capital and Strong Relationships

- Regularly reach out to department heads and keeping them informed of progress
- Follow up on commitments
- Manage setbacks collaboratively and calmly
- Maintain positivity and persistence
- Call out the wins
- Get personal and vulnerable
- Manage your own expectations



*"Make myself someone they want to help or they want to make happy"*



Discussion




Answer in the questions box:  
If you were going to choose one skill from this webinar to implement, what would it be? How would you make it a habit?



Leadership Potential

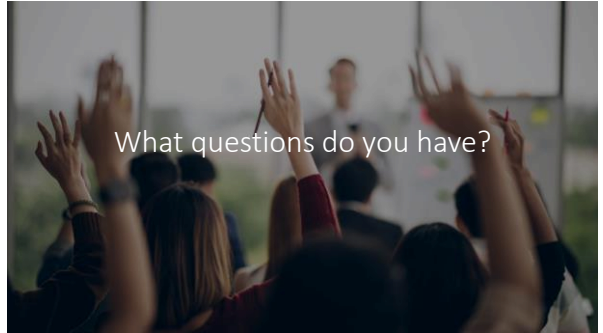


### Connect with me

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Leadership Potential 



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