

How Do You Influence Others? Action Steps

Take these action steps to start becoming a great persuader today!

1) Brainstorm three situations you are currently handling at work. If possible, include a mix of situations that require immediate attention and those that have been languishing for awhile, sapping energy from your team's morale.

Situation A) _____

Situation B) _____

Situation C) _____

2) Now bundle two (or three) of the influence styles from the article for each situation:

Influence Style Bundles

A) _____

B) _____

C) _____

3. Now make a plan to enlist these influence styles *today*. How can you start to inject your chosen influence styles into these situations?

A) _____
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B) _____
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C) _____
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