



PRISM
The Power of Influence Without Authority™

Unlock the Spectrum of Opportunity in Your Organization



The Power of Influence Without Authority™

The Power of Influence Without Authority™ is a PRISM Corporate Curriculum™ series of workshops that can be conducted with your team to help them better understand how to tap into the power of *Influence* skills without having or utilizing authority. This course is appropriate for both leaders and non-leaders.

Course Description

The Power of Influence Without Authority workshop series will help your people become more successful by understanding, developing, and utilizing skills that leverage the science of *Influence* and the way we think.

The Power of Influence Without Authority curriculum consist of a series of five workshops that can be conducted on site, at a destination of choice, or remotely. Though we recommend you start with the first workshop, *The Power of Influencing Others without Authority: Introduction*, you can select the workshops that you feel will benefit your team most. The entire curriculum can also be presented in a three-day meeting with certification completed in part or as a whole.

Curriculum Outline

I. The Power of Influencing Others Without Authority: Introduction (3.5 hours)

This introductory class focuses on the fundamentals and philosophy of *Influence*, including:

- Why Influence?
- The Science of The Way We Think
- The Definition of Influence
 - Mindset: Influence Yourself
 - Influence Others
 - Influence and The Environment
- The Four Approaches to Changing Behavior
- Influence Others Key Strategies and Skills
 - The Mindset of Influencing Others: "The Center of The Universe"
 - Preparation: The Influence Trust Formula™
 - The Process and Interaction
 - Engage
 - Communicate Your Message
 - Ask for Action
- Pulling It All Together



II. The Process of Influencing Others

(3.5 hours)

This workshop builds on the learning and application of The Power of Influencing Others Without Authority, including:

- Review of The Meaning of Influence, Its Four Approaches and The Influence Process
- The Influence Process: A Specific Plan
 - Plan the Interaction
 - Engage
 - Personal Connection Questions
 - Emotional Transitions
 - Understand Questions
 - Influence Questions
 - Communicate your story/message
 - Make It Stick: Logic, Emotion, and Schema Techniques
 - Overcome issues
 - The Power of Words and Actions
 - Ask for action
 - The Science Behind Asking
- Pulling It All Together



III. Influence and Connecting with Others

(3.5 hours)

Whether you are skilled or have difficulty connecting with others, this workshop will enlighten you with the planning approach, techniques, and skills necessary to connect more effectively with others. *Connecting with Others* is the catalyst of the Influence Trust Formula. Key areas of focus include:

- Review of The Meaning of Influence, Its Four Approaches and The Influence Process
- The Law of Likeability
- The Strategy of Planning Your Relationships
 - Direct Influence
 - Indirect Influence
 - Relationship Map
- The Tactics of Planning Your Relationships
 - The Influence Trust Formula: Self-Assessment
- The Skillsets of Connecting With Others
 - Personal Connection Questions
 - Words and Behaviors (Actions)
 - The Body Language of Connecting with Others
 - Emotional Transitions
 - Genuine Appreciation and Compliments
- Pulling It All Together

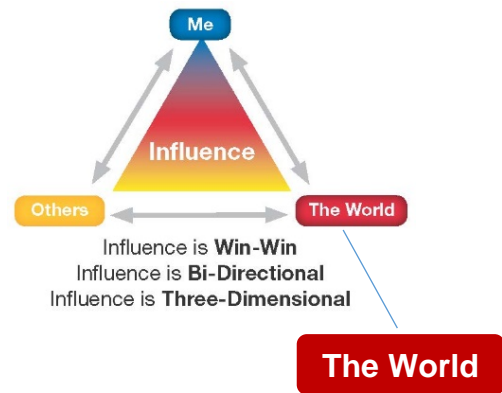


IV. Influence and Leveraging the Environment

(3.5 hours)

This workshop builds on key concepts of the Power of Influence without Authority, and is designed to enlighten you about the impact of the environment on influencing yourself and others. The premise of the workshop is that there are environmental influencers that are both within and outside of your control, and we help you understand what some of your most important environmental influencers are, and how to utilize them to gain more influence and leverage your control of the situation. The workshop focuses on:

- Review of The Meaning of Influence, Its Four Approaches and The Influence Process
- Understanding and Dealing with Environmental Influencers Outside of Your Control
 - The "Situation": Your Company or Department Situation and Environment
 - Authority
 - Environmental Cues
- Understanding and Dealing with Environmental Influencers Within Your Control
 - Understanding How to Apply the Influence Trust Formula to Your Situation
 - Utilizing Influence Levers During the Interaction
 - Believability
 - Scarcity
 - Choice
 - Commitment
 - Reciprocation
 - Peer Influence
 - Degree
 - Contrast
 - Responding to The 5 Senses
- Pulling It All Together

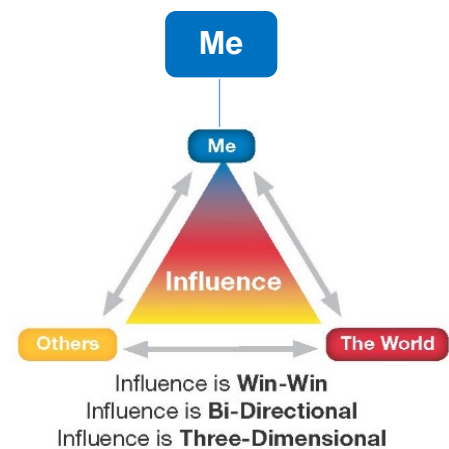


V. Mastering Mindset: Understand How to Influence Yourself

(3.5 hours)

Your mindset, or the way you think about a situation, can have a profound impact on how well you succeed at a given goal, situation, or task. The *Mastering Mindset* workshop includes the following key areas of focus:

- Review of The Meaning of Influence, Its Four Approaches and The Influence Process
- Understanding Mindset: Three Scientific Case Approaches
- Importance of Mindset
 - Thoughts Are Things
 - Mindset Drives Behaviors
- Mindset as a Driver of the Influence Trust Formula
 - Self-Evaluation
- The Business Truth
 - Self-Evaluation
- Purpose: Creating Your Own Luck
- Introduction to Influential Goal Setting
 - The Process for Setting Effective Business (and/or Personal) Goals
- Methods to Challenge Your Mindset
 - Auto-Suggestion: What You Tell Yourself



Experience is Our Foundation, and Our Training is Based on the Science of Influence

At PRISM our business practices are based on years of experience helping organizations become more competitive and successful. Our training is focused on the science of Influence, as captured in the book *Influence: Unlock the Spectrum of Success in Your Business and Personal Life* (2015) by Mike Weber.

Live Training

Keynote Speaker

For the largest programs we offer keynote speakers who deliver dynamic presentations on Influence, our core subject matter, and how it pertains to sales, marketing, managed care, and leadership.

Live Workshops

For all topics we offer live workshops led by professional moderators and subject experts, delivering customized workshops specific to your business needs and opportunities.

For larger projects, we recommend our train-the-trainer certification process to allow your leadership team the opportunity to conduct these programs, supported by our on-site subject matter experts at roll-out.

Small Sessions and One-on-One Professional Mentoring

All topics can also be conducted in smaller groups or via professional one-on-one coaching sessions for leaders.

Distance Learning

PRISM Programs Can Be Conducted Using Remote Technology

While live training is usually recommended, remote training is a viable alternative when you can't get your team together or when you plan to conduct pull-through activities following live programs.

Generally we structure our remote sessions in smaller groups to maximize participation and learning. Similar to live training, our sessions are interactive and are based on the principles of adult learning.

Our core remote training programs include web-based video sessions, pre-work, polling, testing, and follow-up to pull through key learning principles.



Why Wait?

Unlock the Potential of Your Organization Now

**Please contact us to schedule a meeting at your convenience
or view our website for more information.**

We look forward to working with you!

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