

# Teamwork from the heart – A key to Influencing without authority



**Parash Sharma and Bola Otaraki, PMI LIMC 2020**

**Friday, October 01, 2021**

# Agenda

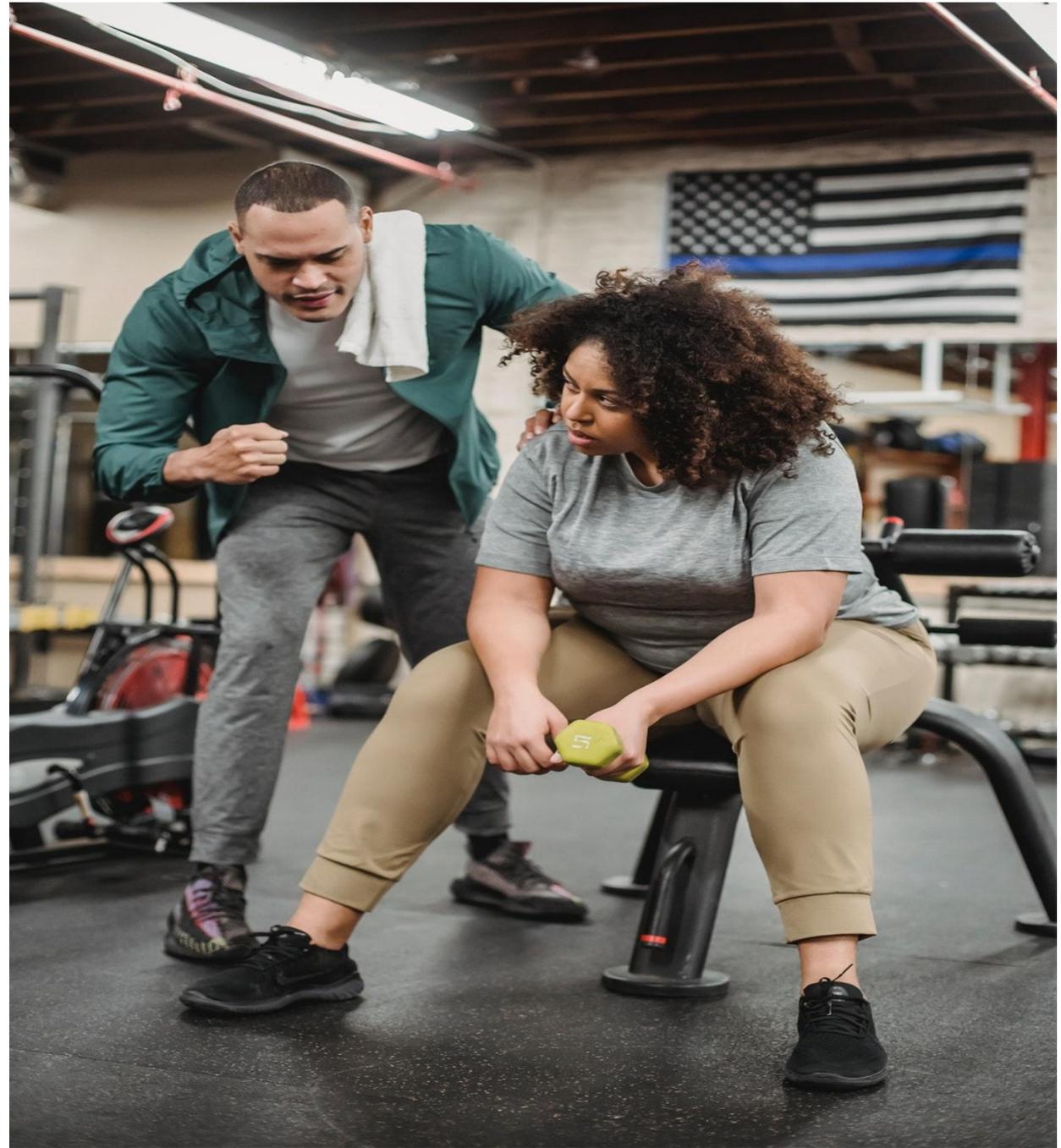
- Persuasion
- Credibility
- Reciprocity
- Know Your Audience
- Express Your Passion
- Win the Hearts and Minds



# Persuasion

- “If you would persuade, you must appeal to interest rather than intellect.”—**Benjamin Franklin**

- “One of the best ways to persuade others is with your ears, by listening to them.”—**Dean Rusk**



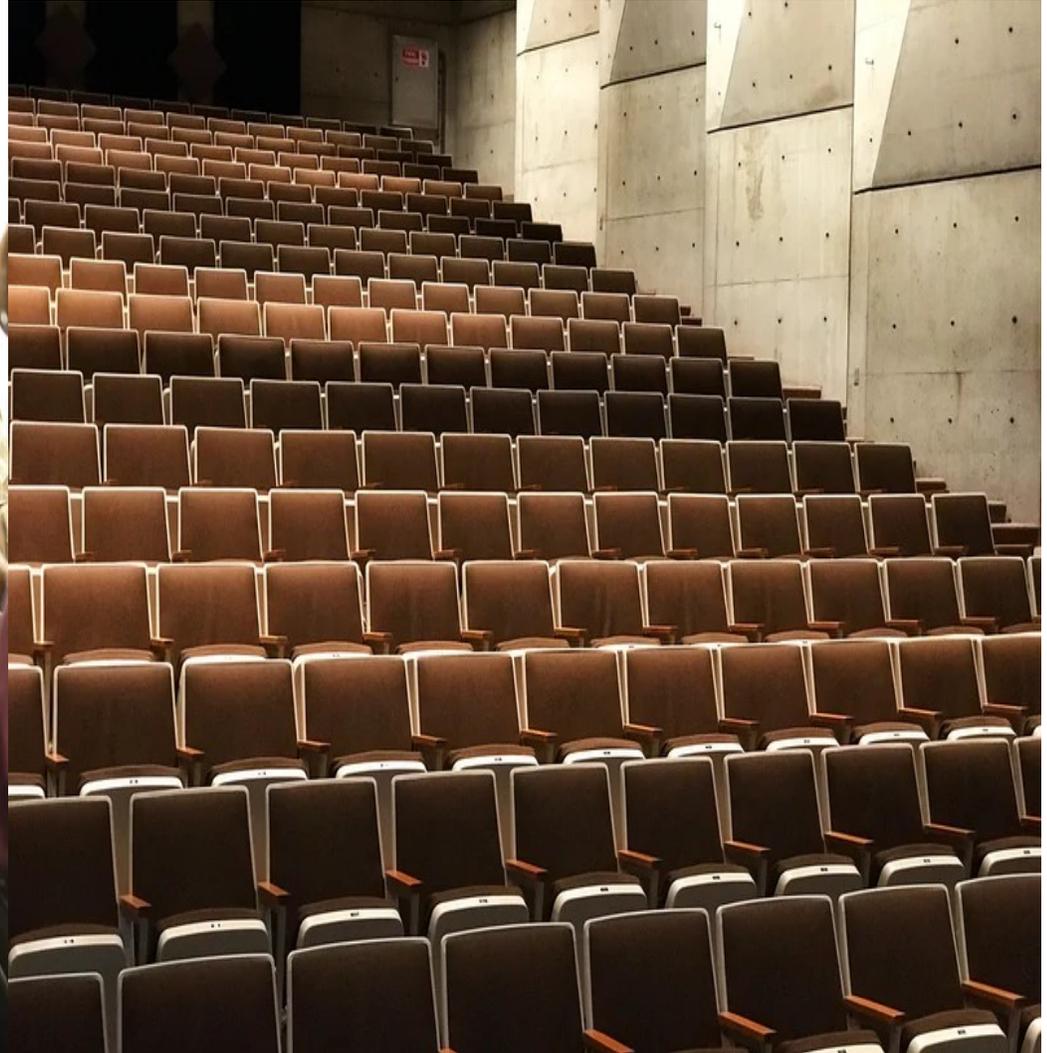
# Credibility



# Reciprocity



# Know Your Audience



# Express Your Passion



# Influence is from the Heart, not Head

To influence, you must:

1. Care about people (Listen to them, Understand people, Develop or Enlarge people, Empower people)
2. Have Integrity
3. Nurture others
4. Navigate for others



# Win the Hearts and Minds

•Influencing without Authority requires using the heart effect, involving:

- H** – Hear your Team out; effective listening, being present in conversations and meetings.
- E** – Exude the right Energy. Be awesome, be encouraging, inspire and have a great attitude.
- A** – Attention to details; ask pertinent questions (not being nosey), but wanting to know how to help.
- R** – Respect, respect, respect (and this can be culture specific).
- T** – Build Trust; Trust your Team and, in return, be Trustworthy.



# Skills for Influencing Without Authority

- Listening
- Body Language
- Positive Emotions
- Problem solving skills
- Being present
- Humour when needed



# Mentimeter

Based on our Presentation how will you embrace Influencing without Authority in your personal and Professional lives?

Go to **[www.menti.com](http://www.menti.com)** and use the code **8862 7418**



# Questions?





## Presenters

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# References

## Carol Kinsey Goman:

- <https://www.forbes.com/sites/carolkinseygoman/2017/05/21/3-crucial-skills-for-leading-without-authority/?sh=32b02654a809>

## •John C. Maxwell:

- Becoming a Person of Influence
- Developing the Leaders around you
- The Winning Attitude
- The 21 Indisputable Qualities of a Leader

## •James M. Kouzes and Barry Z. Posner:

- The Leadership Challenge

## • Bola Otaraki:

- The “HEART” effect

## • Gary Korisko

<https://www.rebootauthentic.com/blog/law-of-reciprocity> - How the law of Reciprocity make or break your business

## • Dean Brenner

<https://www.forbes.com/sites/forbescoachescouncil/2018/05/16/communicating-respect-know-your-audience/?sh=42aa7daa4067> - Communicating Respect: Know your Audience

## • Randy Grieser

<https://theordinaryleader.com/blog/why-passionate-leadership-matters/> -