



The Art of Influence

Module 6

A Promoting Excellence
Online Course

This is part of a series of online courses
available from Promoting Excellence
Leadership Consultants.



Promoting
Excellence

MODULE 6: THE ARTS OF INFLUENCE

Complete the table below showing key attributes. Link them to why they are important, with examples or What are your key learning points?

Key Attributes	Why they are Important	Examples/Situations
Listening openly		
Sending convincing messages		
Reading emotions		
Keeping cool		
Managing conflict effectively		
Negotiating win:wins		

Inspiring leadership		
Giving energy, promoting motivation		
Having integrity, building trust		
Being visible		
Knowing when to be tough or tender		
Recognising the need for change		

What are your key learning points?

Which attributes do you need to work on to increase your influencing skills?