



INFLUENCING TOOLKIT

THIS TOOLKIT IS MOST SUITED FOR: ALL STAFF



LinkedIn Learning Course: 10 Essentials of Influence and Persuasion

41 MIN WATCH

This course looks at ten proven ways to ethically and practically improve your ability to influence and persuade others. The course offers tips to help you develop and maximise your powers of influence and persuasion and get ready to hear more of the word "yes."



How do I influence different types of people?

LinkedIn Learning Video:
Influencing different personalities

5 MIN WATCH



Creating an
influencing action
plan

10 MIN TASK



How strong are your
influencing skills?



5 MIN TASK

This quiz will help you to find out which influencing strategies you are already competent in, and which you may need to work on so that you can become a more rounded influencer.



**Harvard
Business
Review**

Persuasive
techniques for
presentations and
speeches

10 MIN READ