



Comprehensive Empowerment

Ethical Influence

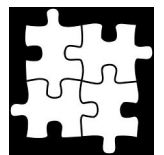
We influence and are influenced everyday by people surrounding us, people we see frequently and we run into, at work and in private. But do we make the distinction between what is ethical and what is not? Between what is profitable for us and what is not? Between what makes other people better off and what makes them worse off?

What is in it for me in this workshop?

- Diagnosing how others lead/manage/convince me
- Structuring the way I influence others
- Defining my limits and responding assertively to harmful influences
- Distinguishing the different types of manipulations
- Defining the limits of ethical influence
- Understanding the six basic principles of influence
- Mastering the different influence strategies
- Being able to sell ideas and projects without authority
- Being aware of psychological mechanisms



Understand



Integrate



Practise

Keep intuition and instinct - Add structure and strategy!

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Agenda

Methodology

DAY 1

- Manipulating & having an influence
- The four categories of manipulation
- The six Universal principles of influence
- Mind traps and self-manipulations

- Benevolent Manipulation
- Selfish Manipulation
- Malicious Manipulation

- Assertively reacting to manipulations
- The different influence Strategies

DAY 2

- Inspiring others
- Motivating others

- Persuasion: elements, beliefs and barriers
- Argumentation Protocol
- Types of Arguments
- Personalising argumentation

- Creating Value
- Generating win-win agreements



Subgroup Discussions



Role Plays/ Exercises



Tools, Models, Methods



Illustrative Videos



Role Plays/ Exercises

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