

# Ethical Influence

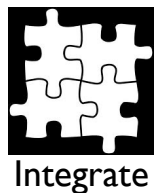
We influence and are influenced everyday by people surrounding us, people we see frequently and we run into, at work and in private. But do we make the distinction between what is ethical and what is not? Between what is profitable for us and what is not? Between what makes other people better off and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

## What is in it for me in this workshop?


 Diagnosing how others lead/manage/convince




 Defining limits and responding assertively to harmful influences



 Distinguishing different types of manipulations and how to handle them

 Understanding how to use six universal principles of influence



 Being aware of cognitive biases, fallacies and how to avoid traps

# Ethical Influence Agenda

## DAY 1

- 🔊 Manipulating & influencing
- 🔊 Four categories of manipulation
- 🔊 Mind traps and self-manipulations
- 🔊 System 1 and System 2
- 🔊 Benevolent Manipulation
- 🔊 Selfish Manipulation and recap table
- 🔊 Assertively reacting to manipulations



Subgroup Discussions



Role Plays/ Exercises



Tools, Models, Methods

## DAY 2

- 🔊 Six Universal principles of influence
- 🔊 Recap table
- 🔊 Types of Arguments
- 🔊 Fallacious arguments
- 🔊 Recap table
- 🔊 Inspiring & Motivating others



Illustrative Videos



Role Plays/ Exercises