

# Influence Without Authority Workshop

**Program Title:** Influence Without Authority Workshop  
**Delivery Format:** Instructor-Led Training (ILT) or Virtual Instructor-Led Training (VILT)

**Program Length:** 1-3hr ILT, VILT

**Audience:** All AHA Employees

**Program Description:**

*It's good to be the boss! But how do you get things done... when you're not?*

Influence is not limited to leaders with official titles. Every day we influence many people around us including coworkers, direct reports, clients, and even our own bosses. Influence Without Authority teaches you proven techniques for maximizing your influence through collaborative intention. The workshop harnesses the knowledge of thought leaders such as Steven Covey, AR Cohen, and DL Bradford to show you how you can have huge, positive impact on those around you, and hit your goals in the process.

**Key Objectives:**

- Identify those individuals we influence despite a lack of authority over them
- Describe the most recent opportunity you had to influence someone without authority
- List 6 influencing myths
- Complete and synthesize Influencing Self-Assessment Worksheet
- Demonstrate Covey's "Four Cores of Credibility"
- Map your professional network and apply the "Anatomy of Relationships" principles
- Explore the Cohen-Bradford Influence Model
- Identify the 5 types of professional currency and invest them in others
- Discern the differences between "push" and "pull" leadership opportunities

**Included Program Materials:** Influence Self-Assessment, Worksheet for Establishing Your Credibility, Worksheet for Understanding Your Audience

**Cost:** No Cost

Contact Heart U at [heartu@heart.org](mailto:heartu@heart.org) to complete this training or to schedule it for your team.

