



Influencing People

Having the ability to influence people is an art. Being a successful influencer should be based off of more than charisma, there should be substance behind the flare. Influencers are not born; they are made through dedication and hard work. Here are some tips to help you influence people.

1. When communicating a message with people, nodding your head yes when you want them to agree with you and nodding your head no when you want them to disagree causes people to subconsciously choose the answer you guided them to.
2. Follow through on what you commit to, be consistent and reliable. These traits will build other's trust in you and cause them to rely on you. Such consistency will build trust. People will trust your work and opinions, choosing to follow your lead.
3. Be assertive, speak your mind, and do so respectfully. People will appreciate the fact that you cannot be pushed around. To do this you will need to be confident in what you say, establishing yourself as a subject matter expert. Such a position will show people you are more than capable of the tasks you have been assigned and they will choose to follow your lead.
4. Be flexible, understand how to navigate and pivot. Plans are constantly being changed, information changes, and projects are delayed. Rather than allowing these challenges to keep you from meeting your deadline, work to creatively overcome them. People will see you as a creative problem solver that can remain calm in spite of the storm.
5. Be genuine and authentic. Let your personality show. People need to feel you are approachable and find common ground to connect with you.
6. Listen well, ask open ended questions, and take the time to really get to know people. Focus on building relationships and creating situations to let other's strengths shine through.