



Abstract Title	Building your Influencing Skills
Presentation Type	Oral Presentation
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Job Title	Negotiation Advisor and Mediator
Organisation	Nicole Davidson Negotiation

Introduction

Delivering on project outcomes often requires the co-operation of others over whom we have no direct power. How do we get colleagues, members of other teams, suppliers, customers and regulators to take the actions we need to deliver on our outcomes? While this is a key skill for project managers, it is one that is rarely taught.

In this session, we will look at some key sources of influence and how you can use them to improve the speed and efficiency of reaching your project outcomes.

This session will:

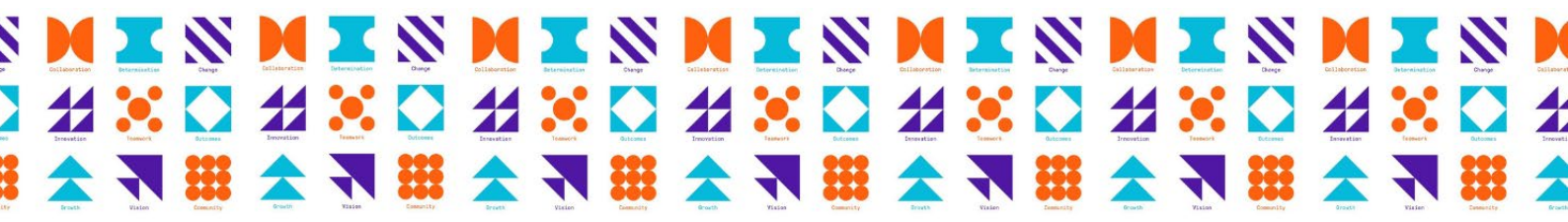
- increase your confidence to enter into influencing conversations
- help you to choose the right to influencing approach for any given situation
- enable you to identify how to move past blockages in achieving the outcomes you need.

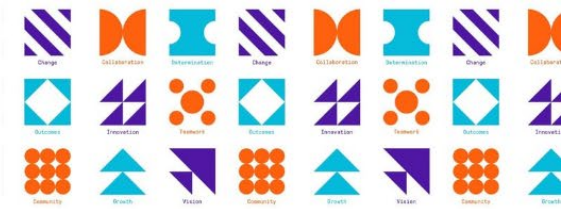
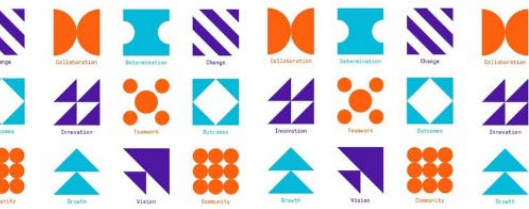
Abstract

This session will be an introduction to leading edge influencing techniques. We will look at challenges of influencing upwards and sideways where you have no power but need to deliver results.

Topics covered will include:

- Three pre-conditions to affect change
- Levels of influence
- Two influencing approaches
- Four sources of influence





Speaker Profile(s)

Nicole Davidson is a negotiation and conflict resolution expert who has been training people in how to achieve better business outcomes for over 10 years. In addition to her training work, Nicole gets hands on application of what she teaches by advising clients in real life negotiations and conflicts. She is also an independent neutral mediator of commercial disputes. Nicole is also the host of the Negotiation In Real Life podcast.

Reference links

- Website: www.nicoledavidsonnegotiation.com.au
- LinkedIn: <https://www.linkedin.com/in/nicole-davidson-negotiation/>
- Podcast: [Spotify](https://open.spotify.com/show/1234567890) or <https://www.nicoledavidsonnegotiation.com.au/podcast>

