



INTERPERSONAL SKILLS AND SELF DEVELOPMENT | ISSD-006

Influencing Skills Without Authority

Contact

+31 85 7444446
info@aractech.com
https://aractech.com

Address

Waarderweg 50, 2031PB Haarlem - Netherlands.

Course content

Why Attend

Many professionals need support from people they do not manage: peers, other departments, clients and senior leaders. Influence without authority is essential for getting things done.

This Aractech course covers sources of influence, understanding stakeholders, building credibility and trust, influence strategies and tactics, persuasive communication, negotiation, handling resistance and building networks. Participants plan influence strategies for real challenges.

Course Methodology

- Interactive sessions
- Stakeholder mapping
- Role plays
- Case studies
- Action planning

Course Objectives

- Understand sources of influence
- Analyse stakeholders and their motivations
- Build credibility and trust
- Apply influence strategies and tactics
- Communicate persuasively
- Handle resistance and build networks

Target Audience

- Professionals and specialists
- Project managers

Course content

- Team leaders
- Business partners in HR, IT and finance

Course outline

Detailed course outline

Day-by-day outline for Influencing Skills Without Authority.

Day 1 - Influence Foundations

- 09:00-09:45 | Influence versus authority
- 09:45-10:30 | Sources of power
- 10:30-11:00 | Influence styles
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Influence styles (continued)
- 11:45-12:30 | Self-assessment
- 12:30-14:00 | Exercise: Influence profile

Day 2 - Stakeholders

- 09:00-09:45 | Stakeholder mapping
- 09:45-10:30 | Motivations
- 10:30-11:00 | Interests
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Interests (continued)
- 11:45-12:30 | Relationships
- 12:30-14:00 | Workshop: Stakeholder map

Course outline

Detailed course outline

Day-by-day outline for Influencing Skills Without Authority.

Day 3 - Credibility and Persuasion

- 09:00-09:45 | Credibility
- 09:45-10:30 | Trust
- 10:30-11:00 | Persuasive communication
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Persuasive communication (continued)
- 11:45-12:30 | Framing
- 12:30-14:00 | Role play: Persuading a peer

Day 4 - Tactics and Resistance

- 09:00-09:45 | Influence tactics
- 09:45-10:30 | Reciprocity
- 10:30-11:00 | Handling resistance
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Handling resistance (continued)
- 11:45-12:30 | Negotiation
- 12:30-14:00 | Role play: Overcoming resistance

Course outline

Detailed course outline

Day-by-day outline for Influencing Skills Without Authority.

Day 5 - Networks

- 09:00-10:30 | Building networks
- 10:30-11:00 | Coalitions
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Coalitions (continued)
- 11:45-12:30 | Sustaining influence
- 12:30-13:15 | Ethics
- 13:15-14:00 | Capstone: Influence plan

Seminar dates

Available seminar dates

Live dates and pricing for Influencing Skills Without Authority generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Istanbul	Classroom	€1,978
7 - 11 December 2026	Amsterdam	Classroom	€2,830
21 - 25 December 2026	Paris	Classroom	€3,825
18 - 22 January 2027	Barcelona	Classroom	€2,815
15 - 19 February 2027	London	Classroom	€2,315
15 - 19 March 2027	Munich	Classroom	€3,225
19 - 23 April 2027	Amsterdam	Classroom	€2,830
17 - 21 May 2027	Istanbul	Classroom	€1,978
21 - 25 June 2027	London	Classroom	€2,315
19 - 23 July 2027	Barcelona	Classroom	€2,815

Seminar dates

Available seminar dates

Live dates and pricing for Influencing Skills Without Authority generated from the course details page.

Date	Location	Format	Fee
16 - 20 August 2027	Istanbul	Classroom	€1,978
20 - 24 September 2027	Amsterdam	Classroom	€2,830
18 - 22 October 2027	Paris	Classroom	€3,825
15 - 19 November 2027	Barcelona	Classroom	€2,815
20 - 24 December 2027	London	Classroom	€2,315
16 - 20 November 2026	Online / Live	Online / Live	€1,815
7 - 11 December 2026	Online / Live	Online / Live	€1,815
21 - 25 December 2026	Online / Live	Online / Live	€1,815
18 - 22 January 2027	Online / Live	Online / Live	€1,815
15 - 19 February 2027	Online / Live	Online / Live	€1,815

Seminar dates

Available seminar dates

Live dates and pricing for Influencing Skills Without Authority generated from the course details page.

Date	Location	Format	Fee
15 - 19 March 2027	Online / Live	Online / Live	€1,815
19 - 23 April 2027	Online / Live	Online / Live	€1,815
17 - 21 May 2027	Online / Live	Online / Live	€1,815
21 - 25 June 2027	Online / Live	Online / Live	€1,815
19 - 23 July 2027	Online / Live	Online / Live	€1,815
16 - 20 August 2027	Online / Live	Online / Live	€1,815
20 - 24 September 2027	Online / Live	Online / Live	€1,815
18 - 22 October 2027	Online / Live	Online / Live	€1,815
15 - 19 November 2027	Online / Live	Online / Live	€1,815
20 - 24 December 2027	Online / Live	Online / Live	€1,815