



THE
INFLUENCE
AUTHORITY
DISCOVER, DEVELOP, DEFY



10 ways to influence without authority

- 1. Start with their agenda.** Know their pressures and goals before you ask.
- 2. Earn trust in small moments.** Follow through and flag problems early.
- 3. Bring useful expertise.** Knowledge only counts when it helps someone decide.
- 4. Help before you need help.** Goodwill built early is there when it counts.
- 5. Tie your ask to a shared outcome.** The team, the customer, the business.
- 6. Make it easy to say yes.** Shrink the ask and offer a small first step.
- 7. Ask, don't tell.** People back what they help shape.
- 8. Know your style and flex it.** What persuades you won't persuade everyone.
- 9. Pre-wire the decision.** Talk to key people before the meeting.
- 10. Aim for commitment, not compliance.** A reluctant yes rarely leads to action.

Discover your influence style. Take the free IPI assessment at:
www.theinfluenceauthority.com/assessment

Everyone influences. Few do it intentionally.

The Influence Authority Ltd | UK-registered limited company | Company No. 13593119
hello@theinfluenceauthority.com | www.theinfluenceauthority.com
"Authority is given. Influence is earned."