



skye team
people. leadership. results.

The Art of Influence

Morag Barrett, CEO


Eric Spencer, SVP

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How We Influence


- Go on and on about something (nagging)
- "If you let me watch the end of this T.V. program, I'll promise I'll straight to bed tomorrow night." – (bartering)
- "We're hungry!" (whining)
- "I'm really tired, do I have to do that?" (sympathy)
- Throw a tantrum (Emotions)
- "I want..." (Demand)
- "You said ..." (Accusation)
- "Mummy says I can..." (name dropping)

As a Child



- Being tenacious with an argument – not letting go / not taking 'NO' for an answer. (Nagging)
- "You scratch my back – I'll scratch yours" (Bartering)
- "I know the rest of the team agree with me too" (Us not just me)
- "Come on, John, I've been in since six this morning and still got a shed load to do. Help me out?" (sympathy)
- "I feel really upset that this has happened. I've put a lot of work in..." (Emotional)
- "You need to..." (demand)
- "My understanding was that..." (accusation)
- "I was talking to Sarah the other day..." (Name dropping)

As an Adult



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Influencer and Influence




Simple Math...




Push or Pull

<h3>Push</h3>	<h3>Pull</h3>
<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;">Directive</div> <div style="border: 1px solid black; padding: 5px;">Analytical</div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;">Energizing</div> <div style="border: 1px solid black; padding: 5px;">Collaborative</div>


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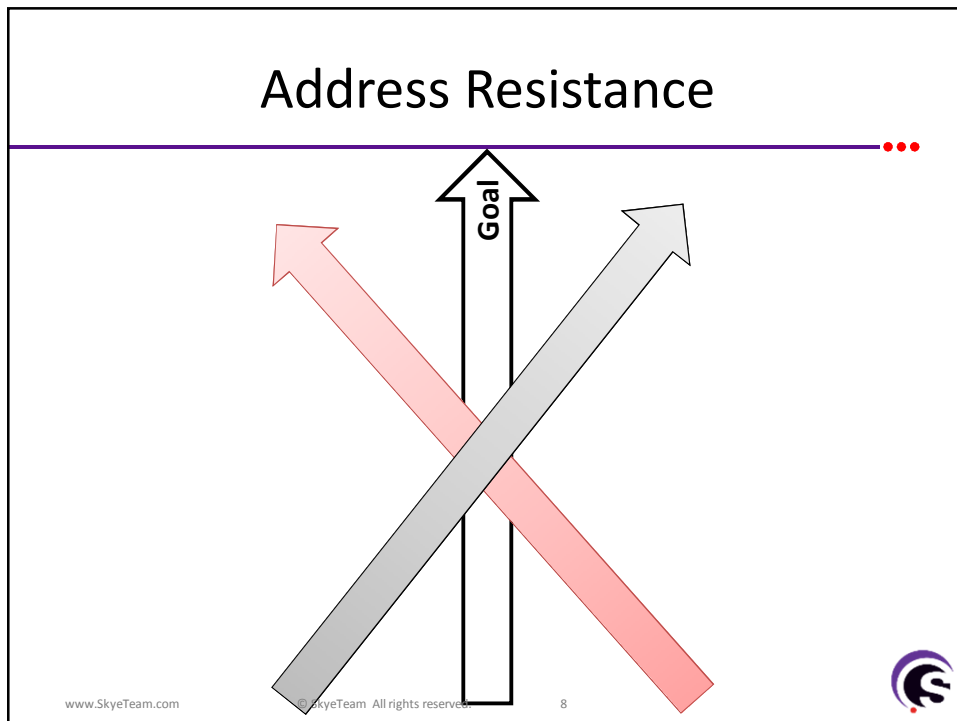
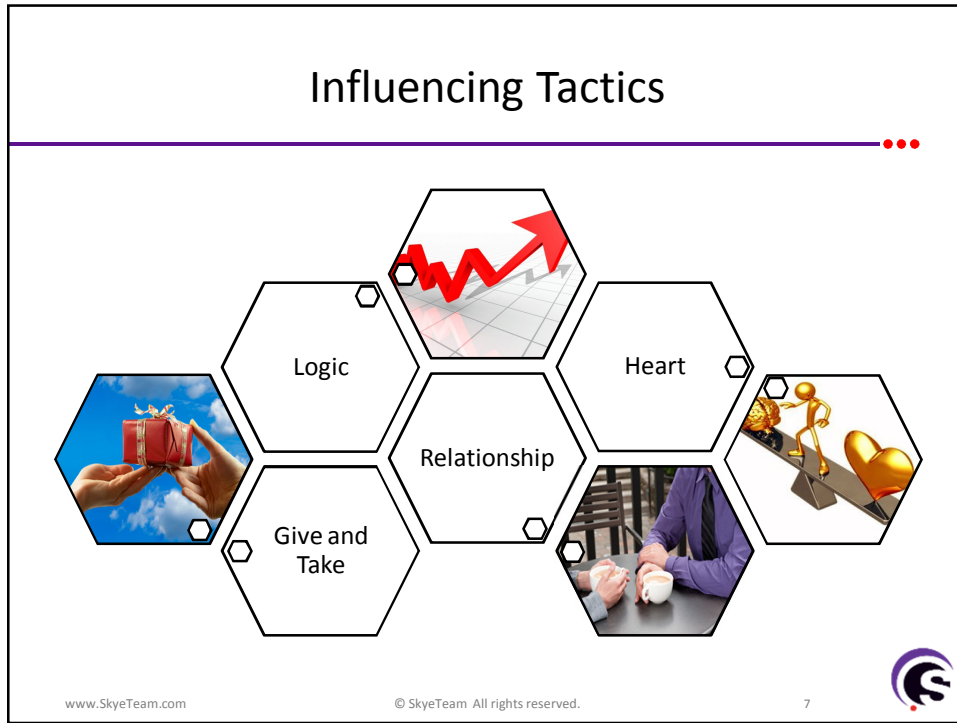


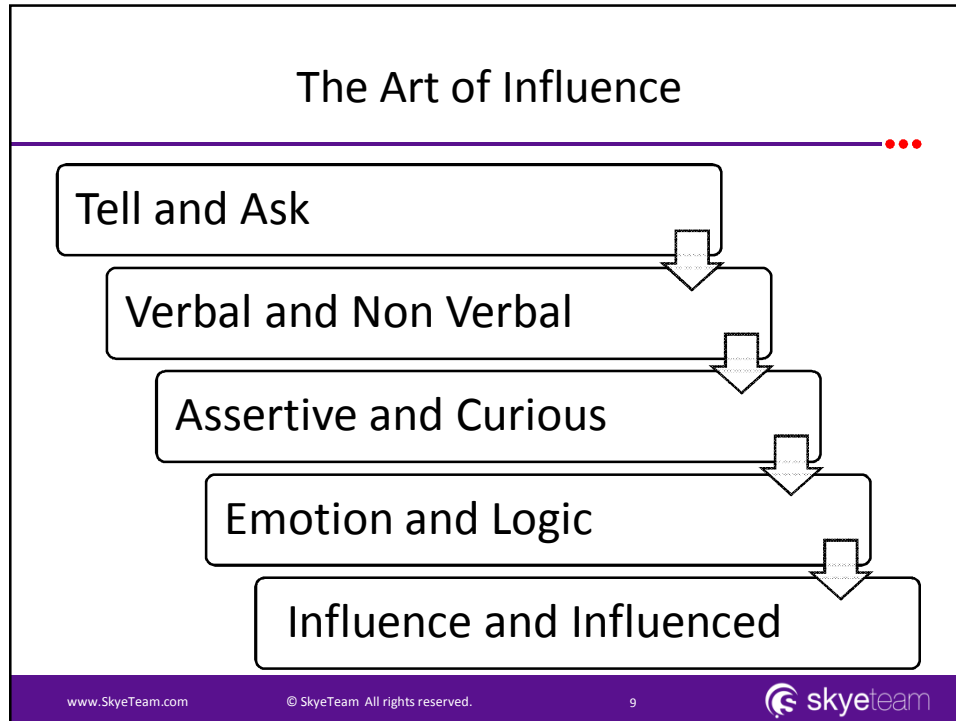
Influencing In Action



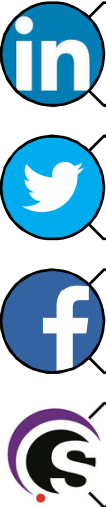
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