SOFT SKILLS AND WORKPLACE COMMUNICATION

Influence Without Formal Authority

Practical ways to align teams and make a persuasive case to decision-makers.

4 sessions × 1.5 hours · 6 hours · 790 AZN. Prices may change depending on current conditions.

Who is it for

For project leads, product owners, cross-functional team members and specialists.

Programme purpose

Build collaboration without a formal management mandate. Map stakeholder needs, define shared value, listen to objections and practise an alignment conversation.

By the end you will be able to

- You will leave with an alignment plan and two influence conversation scripts.

Practical assignments

- We will create a stakeholder map and tailored messages for one real initiative.

Session plan

01 Session 1: stakeholders and influence map

02 Session 2: shared goal and value proposition

03 Session 3: listening to objections and tailoring the message

04 Session 4: alignment conversation and action plan

Final practical output

You will leave with an alignment plan and two influence conversation scripts.

Assessment and feedback

The final practical work receives trainer feedback on fit to a real or sample situation, clarity of reasoning and actionable next steps.

Training format

Individual live online training only: one participant and one trainer. 4 sessions × 90 minutes (360 minutes total). Zoom / Google Meet; schedule agreed individually.

Topic references

Center for Creative Leadership — Leadership Topics: https://www.ccl.org/leadership-solutions/leadership-topics/

References inform the topics; AİTM does not claim accreditation by these organisations.

Contact and enrolment
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