

# HOW TO:

# INCREASE YOUR INFLUENCE AT WORK AND PREPARE FOR GROWTH OPPORTUNITIES



## INFLUENCING...

We define leadership as a collective social process leading to direction, alignment, and commitment toward the organization's goals. In reality, groups or teams consist of individual people with different values, needs, visions, and agendas. As we convince and persuade others around us, influence is occurring continuously at the workplace. Without persuasion skills, a leader cannot make his or her vision take place. Influencing is soft or personal power, independent of one's positional power. Persuasion skills allow a leader to get things done and to achieve desired outcomes without coercion.

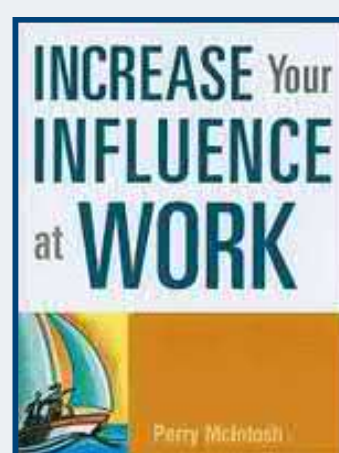
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## PERCIPIO RESOURCES

### Book: Increase Your Influence at Work

This practical book, filled with easy-to-apply tips for influencing managers, peers, and subordinates, will show you how to:

- Win support for your ideas and projects
- Contribute more fully to important decisions
- Resolve conflicts more easily
- Frame important issues for maximum benefit
- Lead and manage more effectively

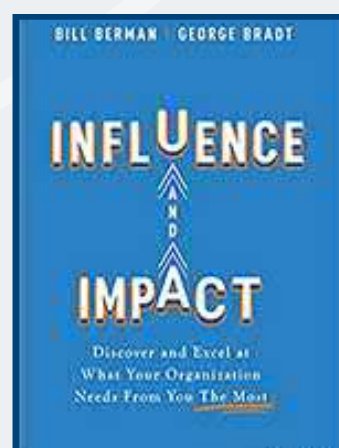


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### Book: Influence and Impact: Discover and Excel at What Your Organization Needs from You the Most

This book is intended to teach you to optimize your career development by focusing on what your job requires and what your colleagues need

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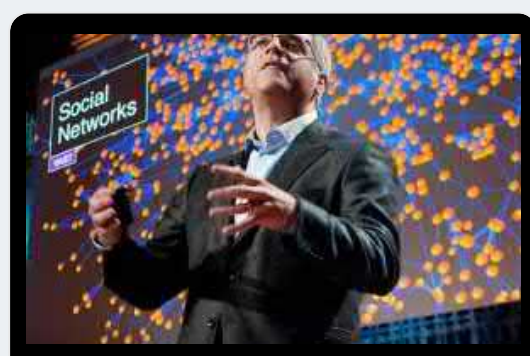


## VIDEO

### The hidden influence of social networks

In this video Nicholas Christakis tracks how a wide variety of traits -- from happiness to obesity -- can spread from person to person, showing how your location in the network might impact your life in ways you don't even know.

[Click here to watch](#)



## KEY STRATEGIES

- "Do your best and enjoy the most..." Focus on the essence of what you enjoy in your work and seek out new opportunities to help you grow.
- If everyday work becomes easy, then you are not being challenged enough. Challenges in your role allow you to mature, develop new skills, and become a better professional.
- You may meet your role models in your field of work, but you also have to be proactive about seeking out multiple mentors to help advise your career goals and navigate the systems within which you are operating.
- Adaptability, resilience, flexibility, and active listening skills are critical leadership skills that help us become more prepared for growth.
- Plan while being flexible. Sometimes, Plan B, adjusted to accommodate reality and sound rationale- can work out better in the long run.
- Having sound guiding principles and clarity of the larger organizational mission helps people find ways to accomplish what they need to do.
- Empathy is one of the top three qualities in healthcare professionals that allows them to be high-impact professionals. The other two are humility and integrity.
- Empathy is a skill that can be learned, developed, and practiced over time. Leading with empathy helps build high-performing teams and increase your influence at work.
- When you focus on building trust within your teams and stakeholders - it helps build your influence at work.
- Seeking opportunities in professional associations in your field is an important way to learn, stay relevant in your work and increase your growth opportunities outside of your workplace.

## ADDITIONAL READING

### Article: How a 'growth mindset' can lead to success

This article educates individuals how finding your passion will lead to your success, how it improves to your efficiency and open doors for more opportunities for growth.

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### Article: Professional Growth: 5 Steps To Advance in Your Career

This article educates us how to cultivate a mindset of professional development. It includes 5 steps to help you grow in your career.

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