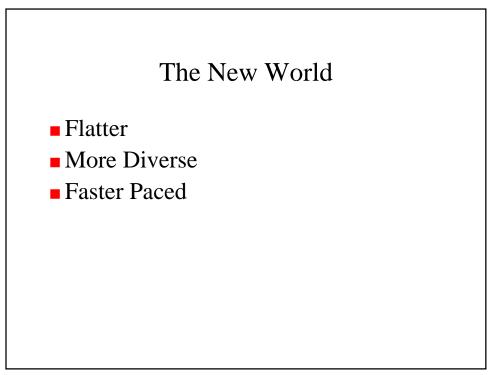
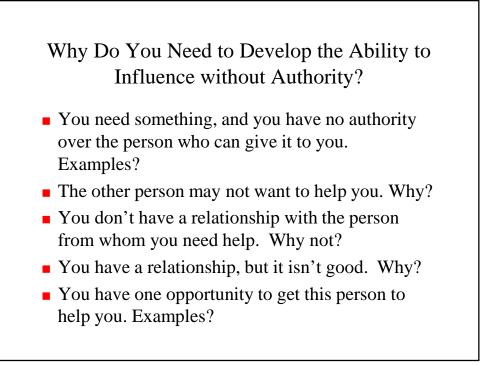
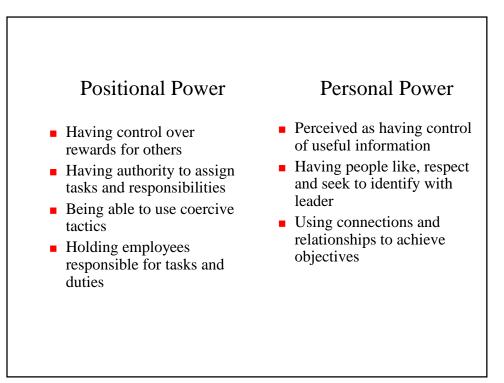
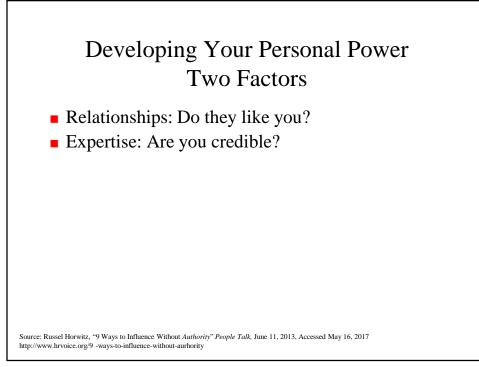
Influencing without Formal Authority Leading When You're Not the Boss presented by Beverly Y. Langford President, LMA Communication Clinical Assistant Professor, J. Mack Robinson College of Business Georgia State University

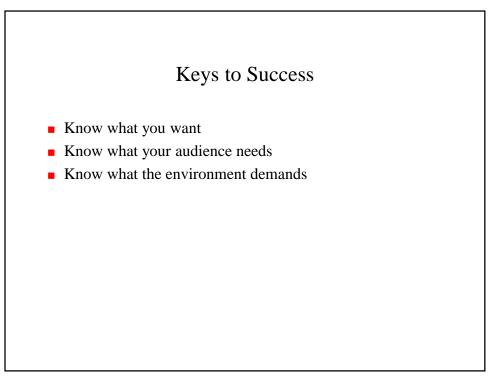


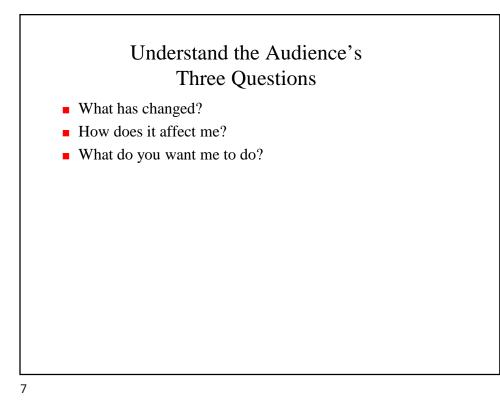


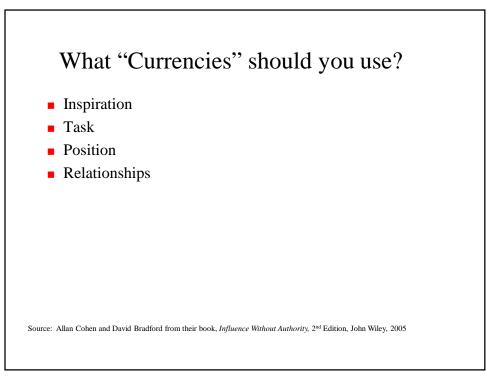






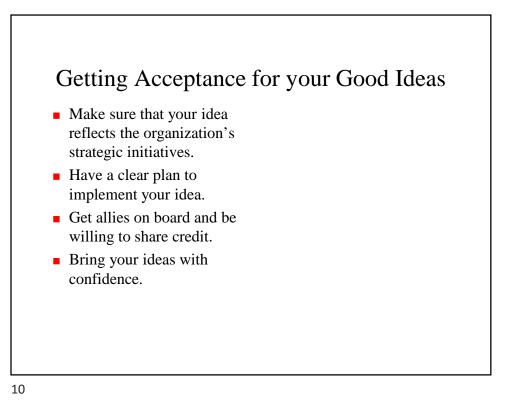


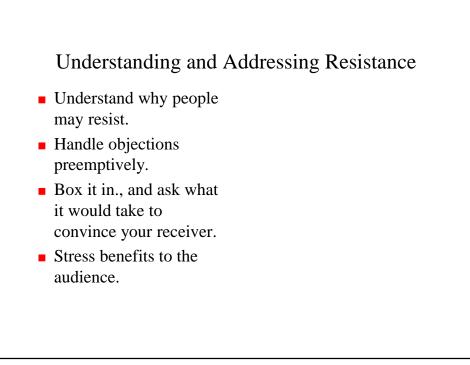


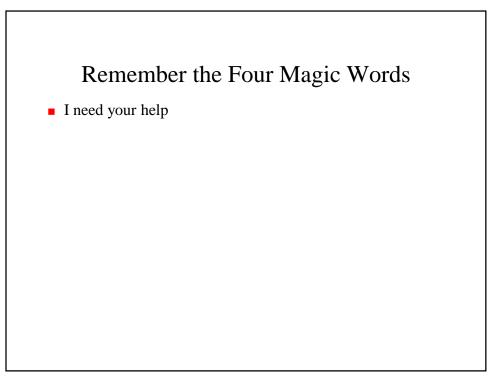


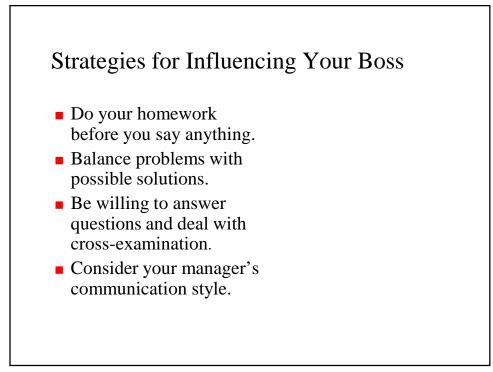
Building Relationships

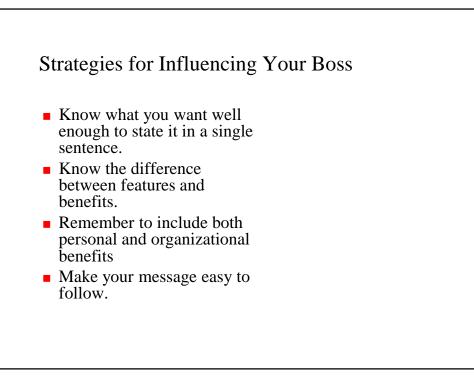
- Analyze your relationship with the other person: positive, negative, neutral, nonexistent?
- Understand the communication or personal style does he/she prefer.
- Model the behavior that you want from others.

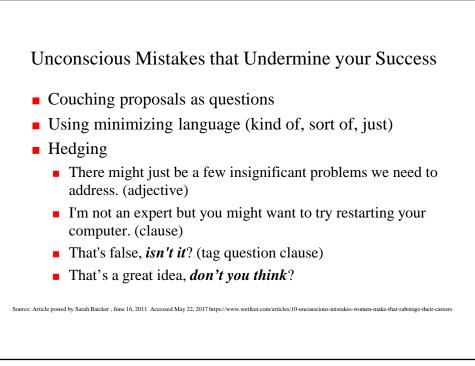


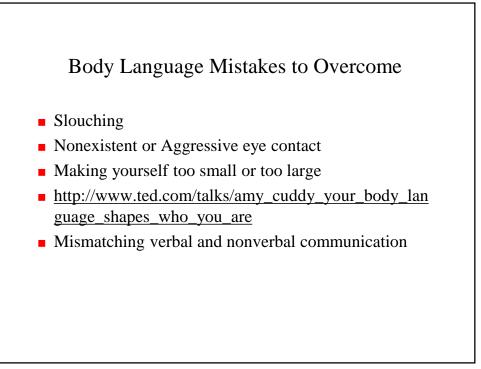


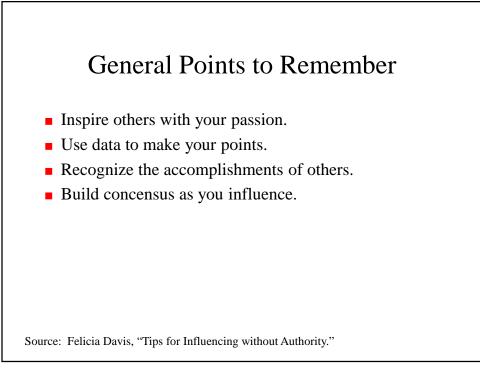


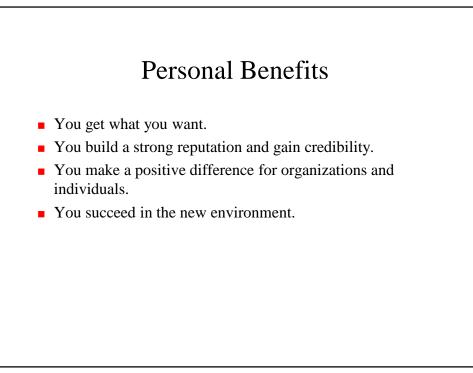












Summary Tips for Influencing without Formal Authority

- Know what you want.
- Determine your trading approach-currencies.
- Inspire cooperation to overcome resistance.
- Go in to win with a position that addresses the needs of others and the organization.
- Learn from each encounter.

