



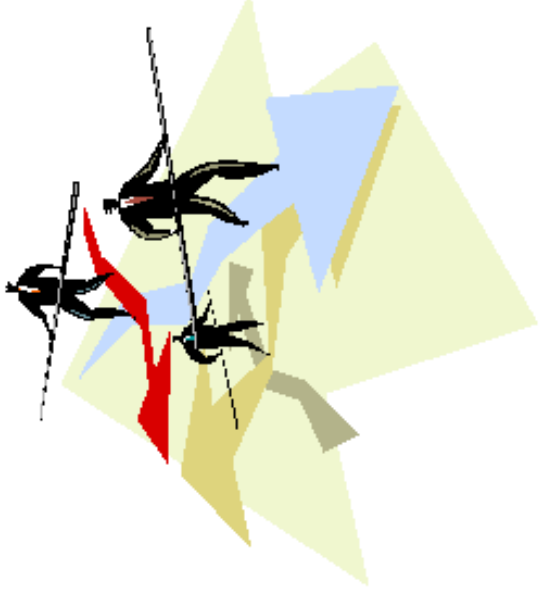
Do I go with the flow or can I influence direction?

Sheilina Somani, PMP
14th March 2007
Programme and Project Support Office SIG
Aston University



Influencing

Interpersonal skills needed
to drive execution, through
personal power to achieve
desired outcomes

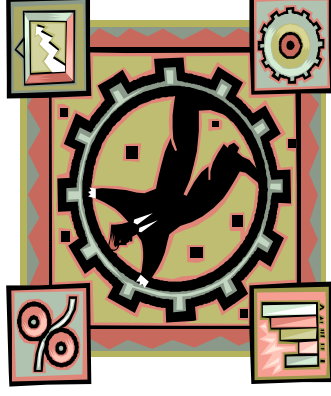


Life is not what you deserve, it's what you negotiate



Communication in perspective

"Listening looks easy, but it's not simple. Every head is a world."

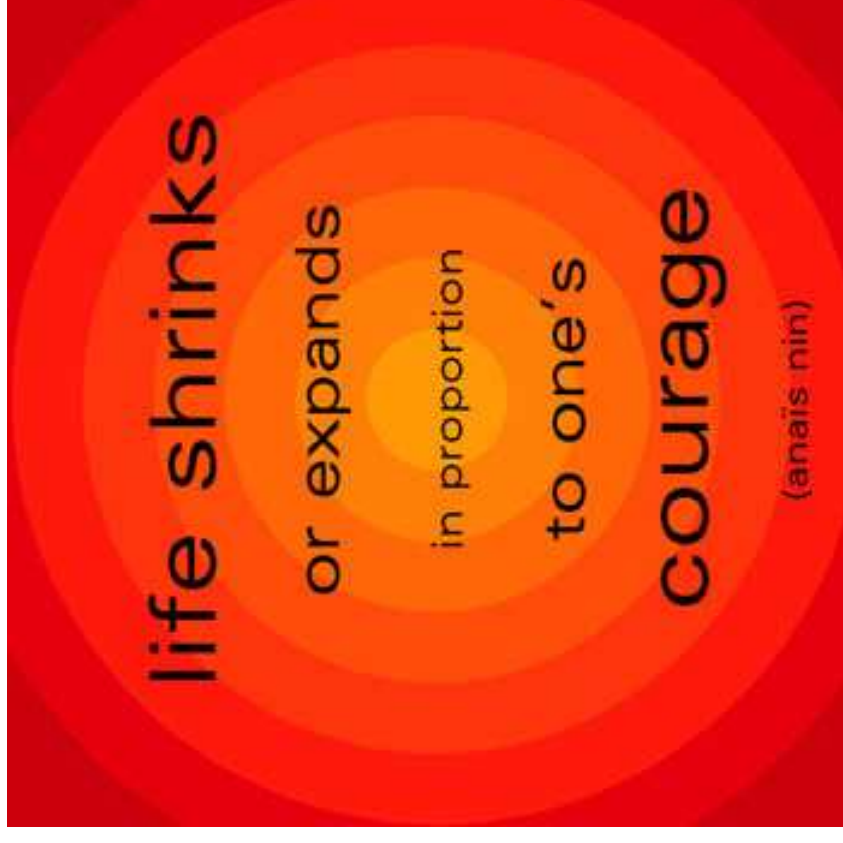


Cuban Proverb



Engaging with others

- **Approaching someone new**
- **Expectation management**
- **Taking a risk ... or an opportunity to learn ...**



Considerations

- What is your intention?
- Sincerity or Game Playing?
- Teamwork or blame throwing?



Influencing requires ...



- Conflict creation and resolution
- Problem recognition and solution
- Speaking honestly and respectfully
- Seeking collaborative outcomes

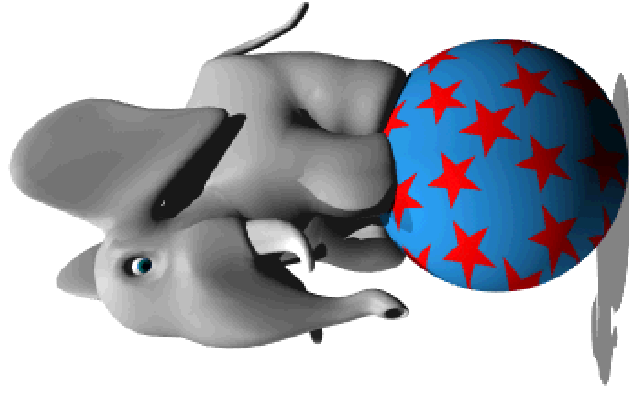


Implementing Core Values

- Friendliness
- Courtesy
- Consistency
- Sincerity
- Mutual Respect
- Silence or Violence



Fear or Excitement?



"Keep your fears to yourself, but share your courage with others."

Robert Louis Stevenson



Influencing for co-operation

- Cultivating trust and team work

- Behaviour
- Symbols
- Values
- Beliefs
- Customs



Creating Co-Cultures

- Positive stereotyping
- Acceptance
- Emotional expressiveness
- Authenticity
- Understanding
- Goal attainment
- Empowerment



Adapted from Hecht et al. 1992



The way forward ...

- Credibility and trust
- Know your audience
- Having the right information
- Presenting it in an appropriate structure and volume
- Consider tone, pace, pitch and vocabulary
- Be flexible



How will you ...

- Demonstrate respect
- Seek mutual purpose
- Make it safe
- Communicate effectively
- Blend confidence, humility, and skill



Communication for Project Success

- ❑ Team building
- ❑ Clear, concise communication
- ❑ Effective interaction with stakeholders
- ❑ Include diverse perspectives
- ❑ Facilitate smooth administration through expectation management



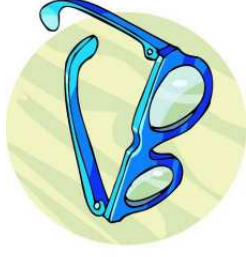
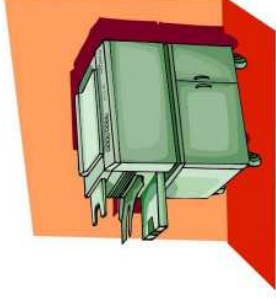
Attitude

*"The greatest discovery
of this generation is
that a human being can
alter their life by
altering their attitude."*

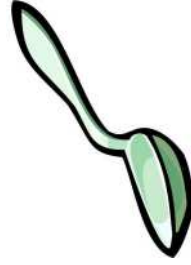
William James



Tater People!



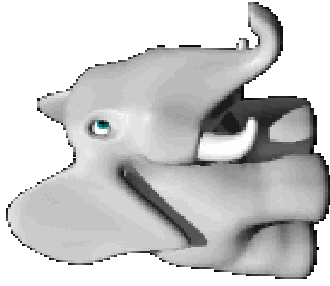
dick!





Thank you

*May I answer any
questions
for you?*



**Sheilina Somani, PMP
Positively Project
Management**

**SheilinaSomani@aol.com
+44 7984 840103**

