

5 Ways to Influence

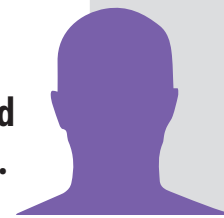
Across Borders

Perhaps the toughest thing in management is persuading others to go along with you when you have no authority over them. If this happens to you, here's how to get started:



Do your homework.

Find out what your colleagues in different functions think about the initiative. **Learn their objections and consider how you'll address them.**



Make your case.

Demonstrate how the initiative will make things better in the long run. **Acknowledge short term pain for longer-term gain.** Argue the business case.

Listen, listen, listen...

to what your colleagues are telling you. Let them digest the change but **listen to how you can adjust the initiative** to meet their specific requirements.



Push hard...

if this initiative is important and if senior management is counting on you to drive it through. **Then keep on it.**



Follow up.

This is critical. Make it known up front that you are available to help implement the initiative. **You will be there to help the team get the new initiative up and running.**

