

# Caliper University Course Overview

## Influencing Effectively

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### Learning Objectives

1. Apply a consistent influence model for more effective interpersonal relationships
  2. Identify personality traits and behaviors that maximize your ability to influence
  3. Develop a strategy to address a current relationship needing increased influence
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### Course Outline

#### Introduction and Overview

Content: Discuss questions to consider first and review the Cohen-Bradford Influence model

Activities: Work in pairs to select and discuss the qualities of an influential person and identify an individual you would like to influence, along with the ideal results

#### Assume Allies, Clarify Goals and Diagnose the Other's World

Content: Review operating rules for alliances and guidelines to clarify your goals and priorities in diagnosing the world of another

Activities: Work with a partner to create 3 questions to help you diagnose what is meaningful in another's world

#### Identifying Relevant Currencies

Content: Learn about relevant currencies and their differences

Activities: Work to identify your primary currency and that of another

#### Dealing with Relationships and Influencing through Give and Take

Content: Use your Caliper Profile to understand how you deal with relationships and discuss ways to build trust

Activities: Reflection activity to identify steps to deal with the relationship you want to influence

#### Summary and Reflection

Content: Learn how to put the information you learned into action

Activities: Review your influence example to determine your course of action

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### Take Home Resources

Caliper Profile Insight Report  
Course Summary Handout  
Handout | Influencing Effectively