



Checklist Influence Techniques

Prescriptive technique

- I often use words such as 'must' and 'should'.
- I clearly state to others what I expect from them.
- When I judge someone's input to be negative or positive, I tell that person.
- I do not hesitate to use my authority.
- I tend to let others know my wishes and desires very quickly.
- I formulate standards that I feel others should meet.
- I let people know when they are not meeting my requirements.
- I let others know exactly what I expect from them.
- I tell others what they should and shouldn't do.
- I use appreciation selectively to bring about change or performance improvement in others.

Logical technique

- I convey my opinion with logically constructed arguments.
- When I want to convince others I bring as many arguments as possible to bear.
- When there is an issue, I make logical suggestions for a solution.
- I try to provide business-like arguments for all my suggestions.
- I make suggestions I believe are valuable, even when they may not be popular.
- I use logic and solid arguments to support suggestions.
- When others don't agree with me, I look for new arguments.
- I am turned off by a story if it has no structure or coherence.
- I try to stay as rational as possible in all situations.
- Any suggestion is as good as its arguments.



Motivational technique

- I look for work objectives that everyone can relate to.
- When others become discouraged I try to help them feel motivated again.
- I encourage the feeling that we are all in it together.
- I always try to show others the exciting aspects of a situation.
- My optimism and enthusiasm are infectious.
I can make people enthusiastic about what we can get done together.
- I become enthusiastic myself quickly.
- I like to work with an inspiring vision of the future.
- I always try to get as many people as possible on board for my ideas.
- When I go for something I am good at getting others to also become enthusiastic.

Relational technique

- When people have not been able to resolve an issue, I can be understanding about that and show it.
- I listen and show understanding if someone becomes emotional.
- I empathically ask for the opinions and suggestions of others.
- I listen attentively when people voice opinions that are different from mine.
- I study whether I have understood what other people have said.
- I am open to the problems and worries of others.
- If someone is not participating I try to get him/her involved.
- I show my reaction when others are having a hard time.
- I am candid about my intentions and motives.
- I am a good listener.