

# Persuasion and Influence



Title	Duration (minutes)	Author	Course Description
<ul style="list-style-type: none"> <li>Influencing Skills</li> </ul>	8	Absorb	In this microlearning module we'll look at some key tips to improve your influencing skills. We all attempt to influence others on a daily basis and our ability to influence directly relates to our ability to achieve results, and that's why these techniques are so important. We'll look at different situations and see some of the key techniques you can use to influence people inside and outside of the workplace.
<ul style="list-style-type: none"> <li>Influencing Without Authority</li> </ul>	7	Absorb	At some point in your career, it's likely that you'll be put in charge of a team or project without having any real authority to demand that tasks get done. This course covers some key tips to help you influence others from a position without authority.
<ul style="list-style-type: none"> <li>Active Listening</li> </ul>	7	Absorb	Active listening doesn't come naturally, but it is a hugely important skill which can help you build strong relationships and draw out information that you may ordinarily not be able to gain.
<ul style="list-style-type: none"> <li>Insights with Amy Tez - Effective Listening</li> </ul>	7	Absorb	Discover the art of effective listening in any professional setting—meetings, presentations, or pitches. Through exploration of common barriers to listening and practical strategies for overcoming them, this course aims to enhance your communication, engagement, and negotiation skills by fostering genuine connections.
<ul style="list-style-type: none"> <li>Listening with Empathy</li> </ul>	7	Absorb	This course provides an overview of how listening with empathy is a critical business tool that enhances communication, collaboration, and problem-solving abilities.