

This is an example of one of 12 Personal Network lessons. Each lesson is supported by a lesson video, paper, slide deck, case studies and an action plan.



## EXECUTE WORK EFFICIENTLY

### LESSON 7: CULTIVATE INFLUENCE WITHOUT AUTHORITY THROUGH NETWORK ROLES

Successful people know how to drive execution without authority through a network approach to influence. By identifying, enrolling and aligning network opinion leaders, they gain access to information, expertise and support needed for plans and projects to be implemented successfully.

#### *Core strategies of high performers:*

- Understand the informal network roles that dictate success and identify key influencers related to your goals.
- Enroll influencers early by being transparent, diffusing ownership and understanding barriers.
- Align influencers to get networks pulling in the same direction.



LESSON VIDEO



LESSON PAPER



LESSON SLIDE DECK



CASE STUDY: Hayley



CASE STUDY: Maraan



MAKE AN ACTION PLAN