

Squiggly Careers PodSheets



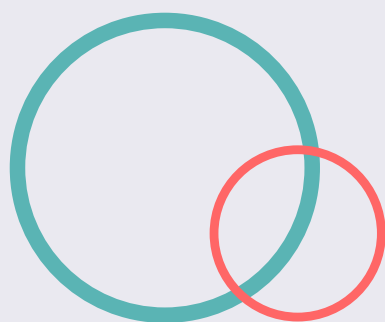
How to think, feel and act with influence

“ You can influence, direct and control your own environment. You can make your life what you want it to be.

Napoleon Hill

? How could increasing your influence help you?

Consider your circles of concern and influence



Your circle of concern: is everything you worry about, often things beyond your control.

Your circle of influence: is often smaller and contains the things that you can control.

When you act on your Circle of Influence you are able to reduce stress because you can initiate and influence change.

The power of influence

Our level of influence gets filtered through:

≈ **what we say and how we say it.** The words we use to share what we are thinking and the tone we use.

≈ **what others see:** everything that isn't words, our non-verbal communication, eye contact, our physical appearance

3 Ideas for Action to increase your influence

1 Watch a video of yourself
Ask yourself, "What am I trying to improve?" and focus on how you can get better. *Get perspective by gaining feedback from other people too .*

2 Use pauses when talking
Use silence strategically by getting rid of distracting filler words during conversations or presentations. *Replace filler words with silence.*

3 Test influence vs. impatience
Practice your influencing skills with someone you know who is impatient. How do you get, hold and lose their attention? *Reflect and experiment with different approaches.*

Coach Yourself Questions

? What's in your circle of influence?

? Who could be a good feedback friend to help you understand the impact of your influence?

Recommended resources



Making your voice heard: How to own your space, access your inner power and become influential Connson Chou Locke



Your body language may shape who you are. Amy Cuddy's influential Ted Talk on the benefits of power posing.



How to be influential
Squiggly Careers Podcast #68

Amazing if