

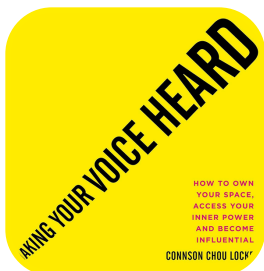
# Day 5

## Influencing

### What is this squiggly skill?

Influencing helps gain trust so that people are more likely to listen to what you have to say. When you increase your influence you achieve more of what matters to you at work.

### Recommended Resource



#### Making Your Voice Heard

Connon Chou Locke

### Recommended Listen



#### Squiggly Careers #239

How to think, feel and act with influence

### Ideas for Action



#### Care & connect

Be curious and take time to understand what the person you want to influence cares about. Use these insights to connect the outcome you're looking for to what matters most to them.



#### Listening vs talking ratio

Consider your *listening vs. talking ratio* when you want to influence. Spending more time listening is a slower, more thoughtful approach to influence. You gain more insight and it increases your long-term influence rather than relying on your 'in the moment' impact.