

Be Focused But Flexible

Be flexible on outcomes that you want to achieve and others will follow.
You want to reach your goals and at the same time be flexible enough to adjust when it is obvious that this is necessary.
Go for it, but be flexible rather than the rest of the team.
The forest is moveable while the lumber is fixed.



AIM for WIN-WIN!

In any situation, your goal is to win-win.
When both parties win, the chances are
that it will last and be successful.

Do not fall for the two winners or zero-sum.



Be Clear About the Exact You Want!

Be clear about the exact you want.
Be clear about the exact you want.
Be clear about the exact you want.

Influencing People On Your Projects, Leading to **SUCCESSFUL** Outcomes Every Time



Be Focused But Flexible

You have an objective that you want to achieve and others will help you.

You need to have your plan and if the same time be flexible enough to adapt when it is obvious that it is necessary.

For you will do it much rather than the rest of the team.

The sooner is execution while the better is final.



AIM for WIN-WIN

In any situation, your ideal is win-win situation.

When both parties win, you can reach more than 10 actions at the same time.

Do not fall into the trap of win-lose trap.



Be Clear About the Road You Want!

It is not enough to have a goal, you need to have a plan to achieve it.

Be clear about the road you want to take.

Be clear about the road you want to take.



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A decorative graphic on the left side of the slide. It features a dark, winding path that curves upwards and to the right. The path is surrounded by a dense, intricate network of lines forming a tree-like or web-like structure. The colors of the lines transition from dark purple/black at the bottom to light green at the top. A small red butterfly is positioned near the middle of the path. At the top left, there is a small circular inset containing a colorful abstract pattern.

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They will really seek to understand the other party or parties' perspective.

Be Clear About the Result You Want!

In any situation where you have to influence or persuade, it is vital to get absolute clarity about the outcome or result that you want

Spending the time to do this up front will be time well invested



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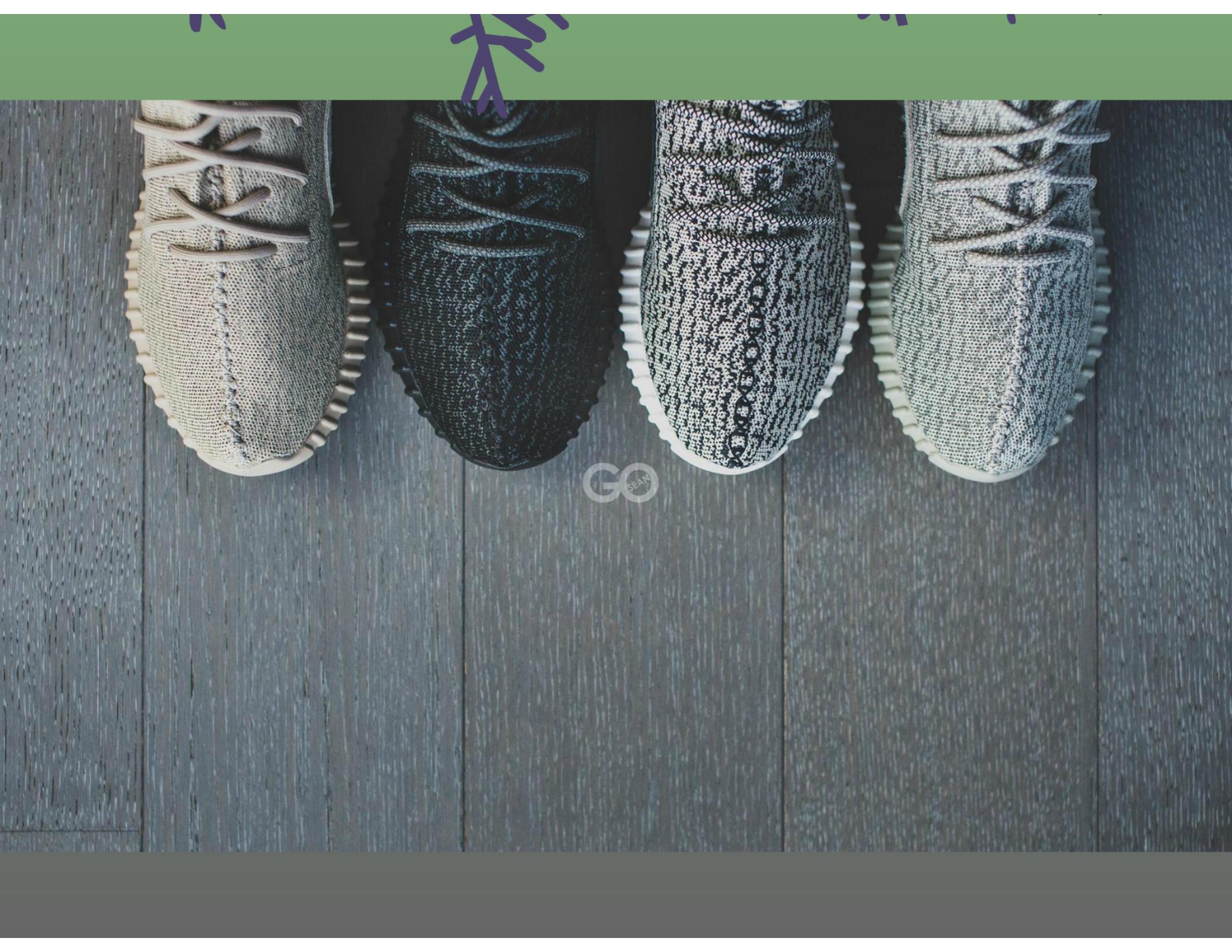
Step Into the Shoes Of the Other Party

People who are effective at influencing or persuading will not look at the challenge in a one dimensional way

They will really seek to understand the other party or parties' perspective.

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Plan Ahead Whenever You Can

If you know that you are going into a situation where you are going to have to influence or persuade, make a point of planning your approach

Consider the boundaries, how you are going to open the discussions and the impact that you want to make

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TIME TO PLAN

Listen to The Other Party

Stephen Covey in his book '**The 7 Habits of Highly Effective People**' refers to the habit of **seeking first to understand.**



Too often, our desire to be heard gets in the way of listening effectively



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When both parties win, you are much more likely to achieve what you want.

Do not fall into the 'my way or no way' trap





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Be Focused But Flexible

*You have an outcome that you want to achieve
and others will have too*

*You want to retain your focus and at the same
time be flexible enough to adapt when it is
obvious that this is necessary*

*See yourself as a branch rather than the root of
the tree*

The former is moveable while the latter is fixed





But Flexible

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See yourself as a branch rather than the root of the tree

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THANK YOU!

Myles D. Miller, MBA, MCSE, PMP, PPS
CEO and Founder - LeadUP.Biz & LearningBreaks.com & SuccessHQ

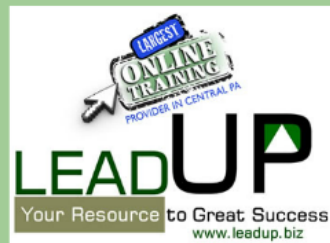
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THANK YOU!

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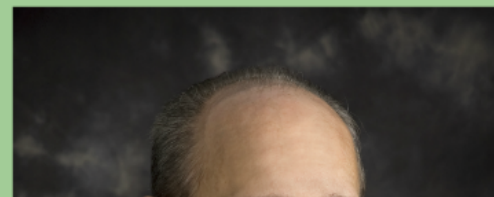
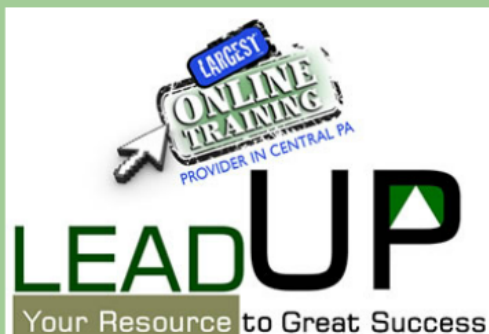
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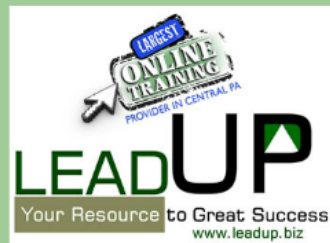
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