















# I N F L U E N C E

## LinkedIn Learning October Challenge: Increase Your Influence

Regardless of your industry, function, or role, whether you are in a formal leadership role not, in order to be an effective professional today, we must master the ability to **influence** others. The ability to inspire others to achieve a shared objective allows us to **get more done** and to **advance the initiatives** we care about.

Gaining influence takes time and effort, but there are many strategies you can use to cultivate yours. We're excited to launch the **LinkedIn Learning October Challenge: Increase Your Influence**, kicking off **October 12<sup>th</sup>**.

Challenge yourself to participate every day – it takes **~5 minutes** or less. Don't have time to participate every day? No problem. The purpose of this challenge is to explore new learning opportunities and resources available through your free **FSU LinkedIn Learning membership**. Happy learning!

Monday	Tuesday	Wednesday	Thursday	Friday
<p>11</p> <p>Challenge Starts Tomorrow!</p> 	<p>12</p> <p>Video :  <a href="#">Influence Others at Work</a>                      (1m 32s)</p>	<p>13</p> <p>Video :  <a href="#">Establish Your Credibility</a>                      (3m 28s)</p>	<p>14</p> <p>Video :  <a href="#">Seek Uncommon Commonalities</a>                      (4m 20s)</p>	<p>15</p> <p>Video :  <a href="#">Communicate Persuasively</a>                      (3m 55s)</p>
<p>18</p> <p>Video :  <a href="#">Overcome a Bad First Impression</a>                      (3m 9s)</p>	<p>19</p> <p>Video :  <a href="#">The "Compared to what?" Effect</a>                      (3m 16s)</p>	<p>20</p> <p>Video :  <a href="#">Get Others to Say Yes to Your Ideas</a>                      (3m)</p>	<p>21</p> <p>Video :  <a href="#">People Proof = People Power</a>                      (4m 22s)</p>	<p>22</p> <p>Pop Quiz :                      Pointing out the frequency of an unwanted action decreases its frequency</p> <p><input type="checkbox"/> True <input type="checkbox"/> False</p>
<p>25</p> <p>Video :  <a href="#">Three charms, four alarms</a>                      (3m 23s)</p>	<p>26</p> <p>Pop Quiz :                      In all cases, the more reasons you provide, the more persuasive your message will be</p> <p><input type="checkbox"/> True <input type="checkbox"/> False</p>	<p>27</p> <p>Video :  <a href="#">Think like a TED Speaker to Become Influential</a>                      (2m 56s)</p>	<p>28</p> <p>Activity :                      List your biggest takeaway(s) from the October Challenge:</p> <p>_____</p> <p>_____</p> <p>_____</p>	