

Influencing: *The Key to Successful Career Progression*

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Most Importantly...



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THE SHAPE OF THINGS TO COME

Credibility

Your Currency of Influence



But...



Curiosity

*The Key to Generating
Influencing Capability*



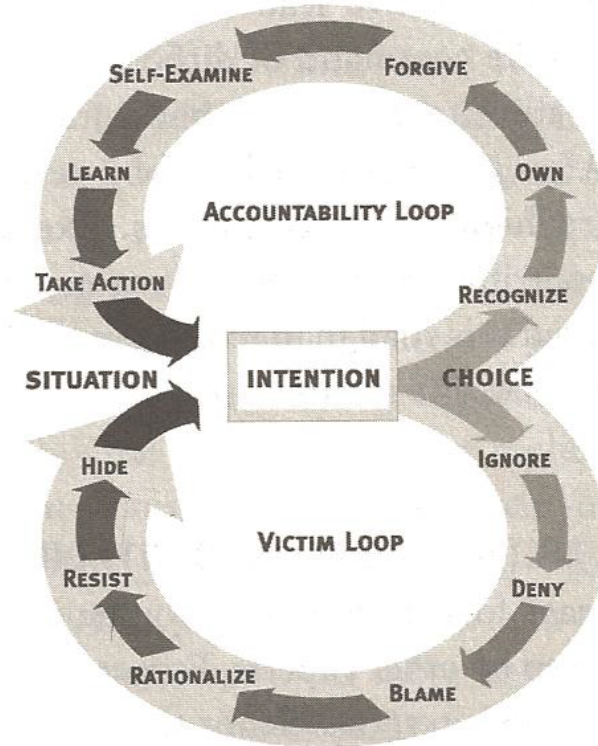
Credibility–Curiosity Matrix

Mutual Curiosity	Potential for Influence Lacking Credibility	Sustainable Effective Influence
	Zero Capacity or Potential for Influence	Potential for Influence Lacking Connection and Interest
Low High	Low High	Credibility

Connect Before You Convince (indicated by a red arrow pointing from the bottom-left cell to the top-right cell)

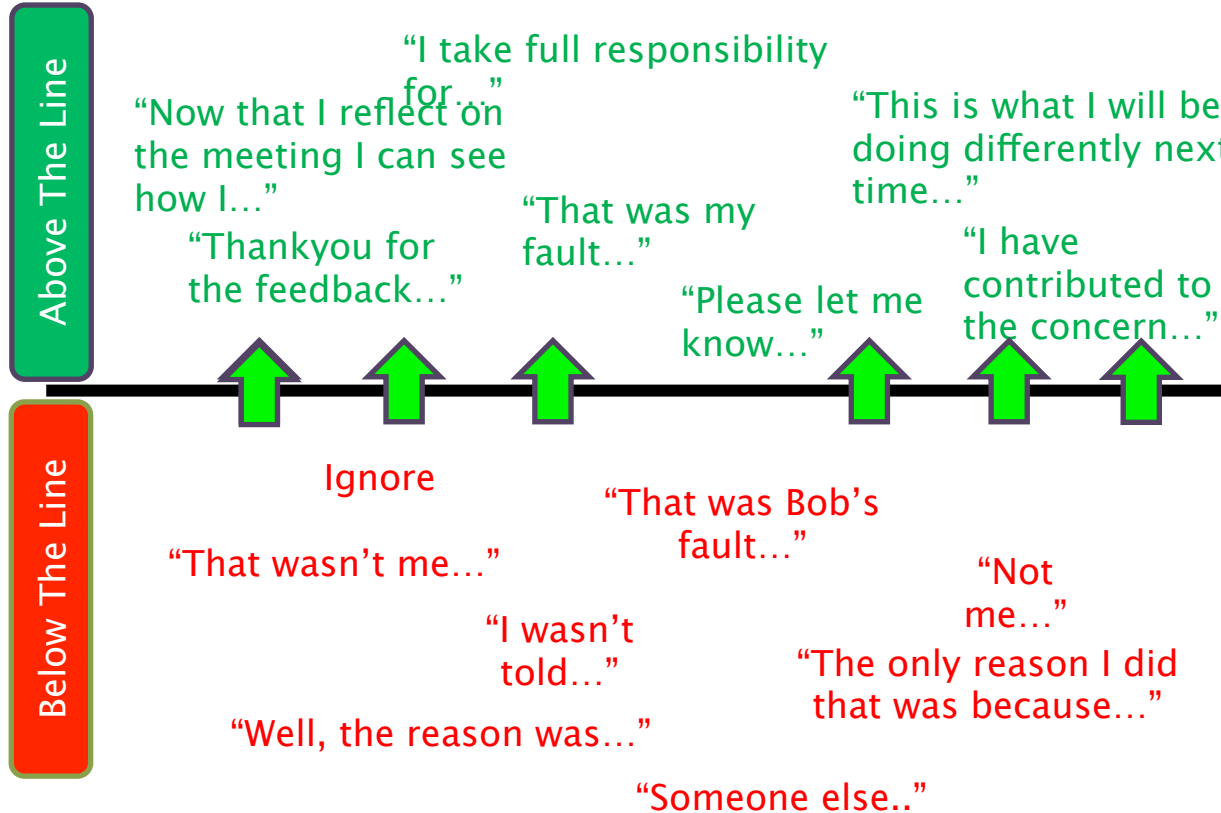


Accountability Loop





Stay Above the Line





Key Messages

1. Credibility is your currency of influence
2. Nurture your Credibility – it is everything to your success in the Public Sector
3. Develop the skill of generating Curiosity
4. Connect before you Convince
5. Do not get sucked into the ‘Victim’ cycle
6. Stay Above the Line!!