

interpersonal  
intelligence  
institute

# Communicating with Influence

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To communicate with influence  
you must understand exactly  
what others need from you.



# Analytical thinkers

# Analytical thinkers

Require data and proof

# INTRODUCTION

INTRODUCTION

BODY

INTRODUCTION

BODY

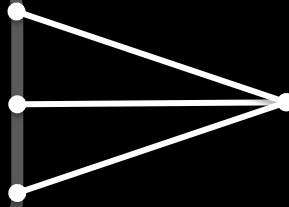
CONCLUSION



INTRODUCTION

BODY

CONCLUSION



Analytical

# Structural thinkers

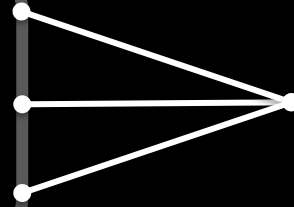
# Structural thinkers

Require clear sequence and order

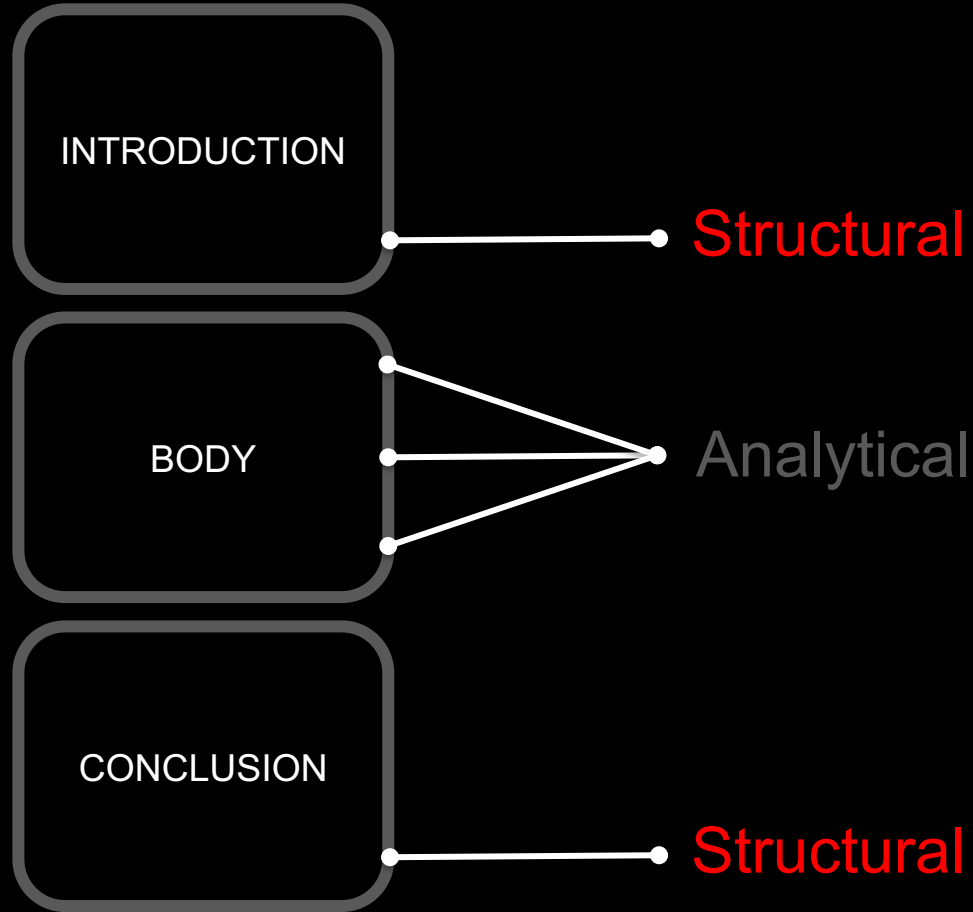
INTRODUCTION

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CONCLUSION



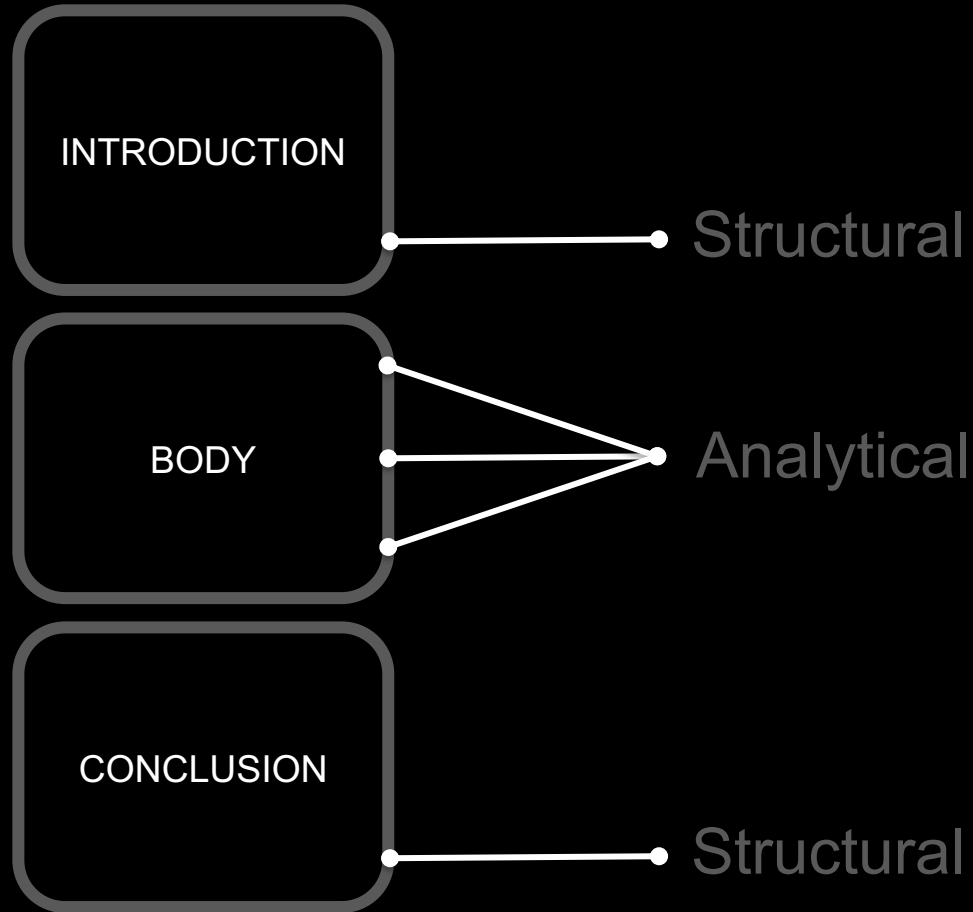
Analytical



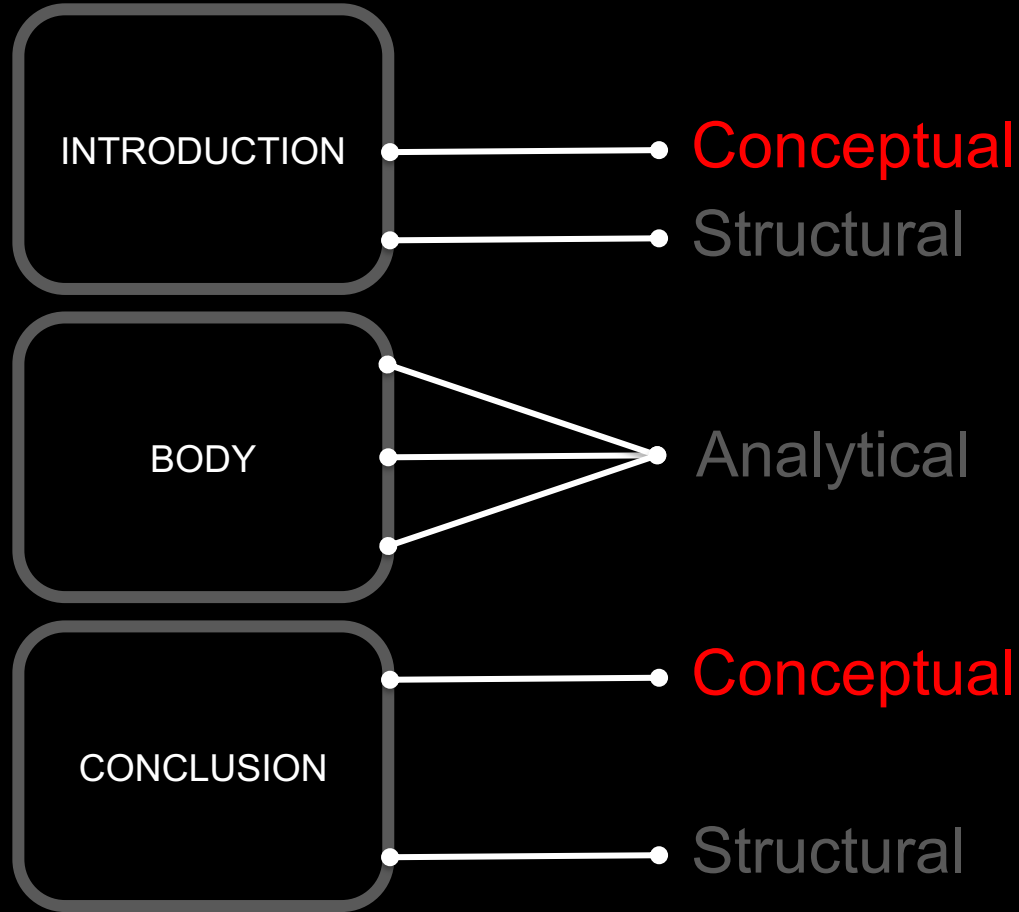
# Conceptual thinkers

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Engaged by new ideas and options



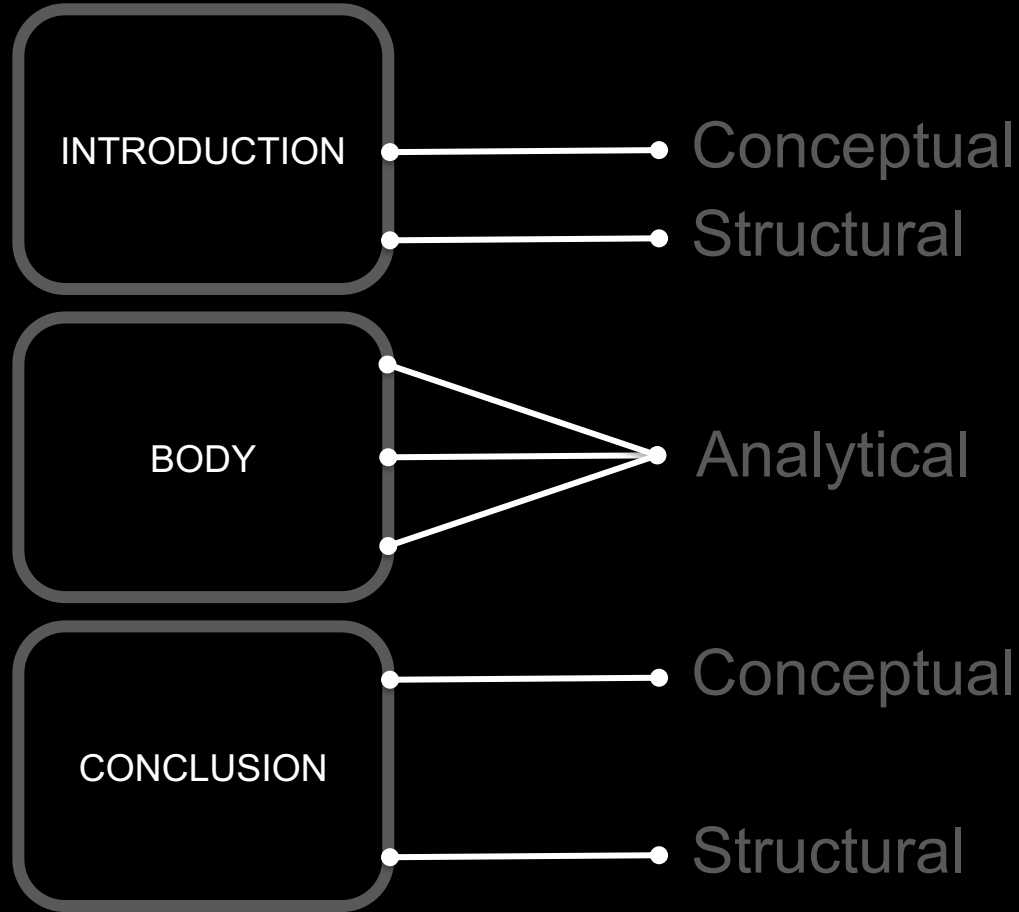


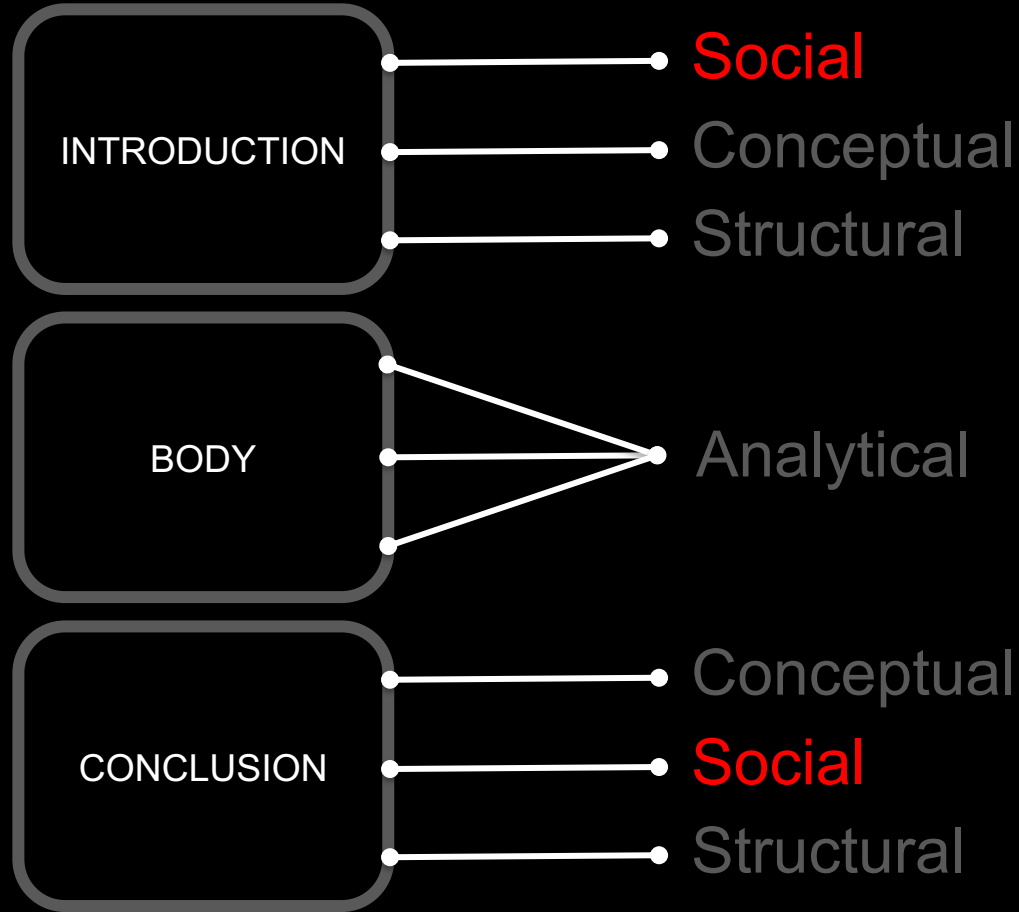


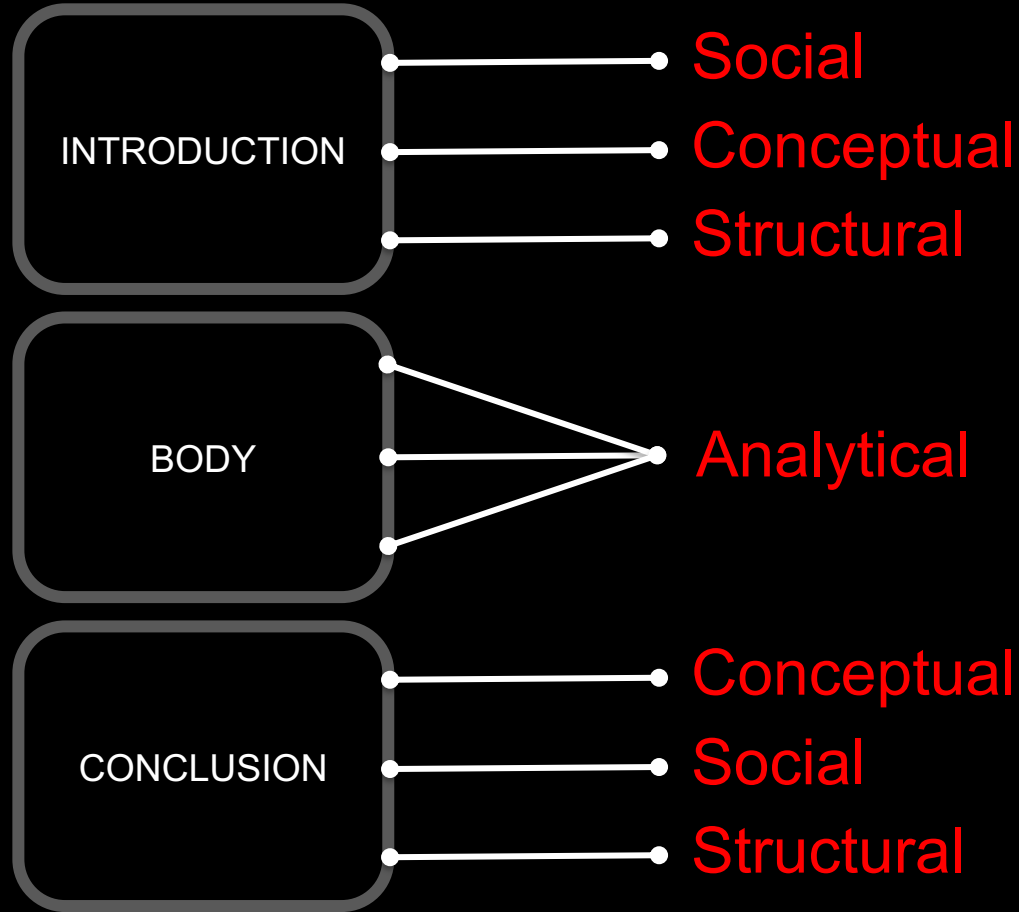
# Social thinkers

# Social thinkers

Seek personal connections to ideas







Connect with your audience

Make your point

Outline the agenda

Support your idea

Reiterate your point

Make your request

Define next steps

Connect with your audience - **SOCIAL**

Make your point

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Connect with your audience - **SOCIAL**

Make your point - **CONCEPTUAL**

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Support your idea - **ANALYTICAL**

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Define next steps - **STRUCTURAL**

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