



Curated Learning Resources: Influential Communication

This powerful Skill Package equips leaders with the mindsets, skills, and strategies to inspire action, overcome resistance, and create lasting alignment – whether they’re leading in person, remotely, or across complex teams. Drawing from timeless persuasion principles, practical communication frameworks, and proven influence techniques, it offers a complete toolkit for building trust, earning commitment, and driving results without relying on position or authority alone. From handling negativity and fostering team ownership to tailoring messages for executives and navigating remote leadership challenges, this resource blends insight with action so you can influence with integrity and be impactful in any situation.

Key Takeaways:

- A step-by-step communication checklist to anticipate objections and gain lasting support
- Simple behaviors that will help assume good intentions and create powerful influence
- A clear process for inviting input, encouraging commitment, and avoiding the traps of false collaboration
- A powerful two-question filter to help leaders speak more purposefully and connect more effectively
- Speak the language of business: focus on outcomes, metrics, and alignment
- Six quick strategies to increase your influence immediately
- Digital tools and intentional check-ins that build connection and credibility from a distance

The Influential Communication Skill Package Includes:

Articles & Job Aids

- A Systemic Approach to Overcome Change Resistance and Gain Buy-In
- Five Quotes to Change How You Think About Persuasion
- How to Deal with a Consistently Negative Team Member
- 7 Simple Ways to Subtly Influence People
- 9 Steps for Creating and Maintaining Team Ownership of Ideas and Goals
- Want a team that owns its results? 9 Steps for Creating and Maintaining Team

Video & Audio

- A Key to Greater Influence
- Two Questions to Ask Before Communicating
- How Can I Achieve Greater Influence?
- How Can I Be Influential in Five Minutes (6 Tips)
- Why Influence is So Important for Remote Leaders

Interested in bringing these resources inside your organization?

Need other skills or a custom package?

We will work with you to tailor skill packages to meet your needs – whether you want more content in a specific format, specific skills to be included, or a package on a different skill area, let's talk!

Talk to your Kevin Eikenberry Group representative or email us at info@kevineikenberry.com with your questions and to discuss learning needs.