



ART OF COACHING PODCAST™ EPISODE 264
MATT MORRISON: HOW TO INFLUENCE WHEN YOU DON'T HAVE FORMAL AUTHORITY

Who do you influence on a daily basis, and where do they fall in the "chain of command" relative to you? (up, equal, or down)

For one person in each position, write down a specific situation in which you influenced their behavior, attitude, action, or decision.

Did that situation have the most optimal result? What could you have done differently to strategically influence that situation for a more optimal result?



Matt recommends using role play to practice your skill of social agility. Using the examples you reflected on above, find someone to role play out one of those situations with you. The trick is to practice the scene multiple different ways - have your partner react with different emotions, so you can get reps dealing with a variety of scenarios.

Think of a time where you should have been more direct with your communication approach. Was the result optimal? What could you have done differently?

What is your biggest struggle as a communicator? For Matt, it's controlling his emotions. What practices have you put into place to help you improve on your weaknesses?



Art of Coaching Podcast™

ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



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