



Five Ways to *Be Influential*

Think of the three or four most influential people you know, and consider the traits they have in common. What makes them able to influence others? Your list will include these following five areas:

1. Solid reputation
2. Enhanced skill set
3. Executive presence
4. Superior likability
5. Power to persuade

There are tangible steps you can take to enhance your ability to influence others. Gain these five specific traits and you will exert influence at work.

