Fulcrum Point

Workshop outline · Working with others

Influencing Skills.

Get buy-in in everyday situations: a conversation, a meeting, a two-minute pitch. Participants learn to structure what they say, read the other side, and handle pushback.

For

Anyone who has to secure buy-in, support and resources to get what they need.

Format

One to two days. In person or live virtual.

What it is for.

Most influence at work happens without formal authority and without much time: a request to a peer, a proposal in a meeting, a chance conversation with a senior leader. People who do it well have thought their case through, anticipated the resistance, and can make the point briefly.

Participants learn basic debating skills and a structure for their argument, work with a framework that addresses the mind, the heart and the path to action, and prepare for counterarguments and questions. They also practice the elevator pitch and the art of networking, then apply all of it in a realistic practice situation.

What you leave with.

- Basic debating skills and a structure for your argument
- Skills for addressing the Mind, the Heart, and Shaping the Path
- Preparation for the counterargument and for handling questions
- The elevator pitch, and the art of networking

Why it matters.

- Most of what you need at work comes from people you have no authority over
- A clear, brief case gets a hearing where a long one does not
- You can disagree diplomatically and keep the conversation moving

Format.

Length	One to two days
Mode	In person or live virtual
For	Anyone who has to secure buy-in, support and resources to get what they need.
Method	Self-assessment tools; Short inputs from the facilitator; Group activities; Individual and peer-to-peer assignments

Your speaker.

Lorne Michael Cousins

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Lorne Michael Cousins has spent twenty-five years inside corporate sustainability across China and the Asia-Pacific, as environmental auditor, sustainability consultant and leadership strategist. He is Senior Fellow and Council Director at The Conference Board, Asia, founder of Fulcrum Point Sustainability Consulting in Shanghai, and a Founding Member of the Sustainability Directory.

He holds an MEM from UNSW Sydney, a BA from UBC Vancouver, and Practitioner status with IEMA. Accredited Advisor, Future-Fit Business Benchmark.

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