

Skill Name: Persuasiveness

Skill Description: Ability to influence others and gain agreement.

Skill Notes: Influences others through persuasion, not power; convinces others to explore new ideas or approaches.

1. Describe the last time you had a really good idea and had to persuade your superior or others to accept it. What did you do?
2. Tell me about the toughest group you had to get cooperation from. How did you go about getting it?
3. Tell me about the best idea you 'sold' to a peer or colleague.
4. Sometimes we have to get people to do things they don't want to do. Tell me about a time when you got someone to do something they initially didn't want to do.
5. Describe the most difficult person you 'won over' to your way of thinking. Describe the person and the situation.
6. Describe a situation where you did not have the 'official' power or authority to accomplish a particular task but used your persuasive abilities to get the job done.
7. Give me an example when you persuaded others to take a chance on your 'new way' of doing things when they had been successful with the 'current way.' What tactics did you use?