COURSE DETAIL

STRATEGIES OF INFLUENCE
Country France
Host Institution Sciences Po Reims
Program(s) Sciences Po Reims
UCEAP Course Level Upper Division
UCEAP Subject Area(s) Sociology Communication
UCEAP Course Number 103
UCEAP Course Suffix
UCEAP Official Title STRATEGIES OF INFLUENCE
UCEAP Transcript Title STRATEGY INFLUENCE
UCEAP Quarter Units 4.50
UCEAP Semester Units 3.00

Course Description

This is a highly interactive elective seminar course encouraging maximum student participation and leadership. Grounded in the concept of praxis (learning by doing, education for use), the course explores the nature of influence, legitimate and non-coercive methods of influence, and different ways of exercising that influence. Ranging from the academic and philosophical to the practical and personal, the course considers forms, methods, and networks of influence, weighs questions related to messaging, visibility, and the power of example, as well as offering training on how to give a successful speech, how to go on television with no time to prepare, how to exercise influence in organizations, and how to create your own persona as an influencer.

Language(s) of Instruction
English

Host Institution Course Number
DECO 27A00

Host Institution Course Title
STRATEGIES OF INFLUENCE

Host Institution Course Details
https://syllabus.sciencespo.fr/en/?mapping/188947#_ga=2.183883236.399032213.164...

Host Institution Campus

Host Institution Faculty

Host Institution Degree
Seminar

Host Institution Department
Economics

Course Last Reviewed

2021-2022

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