

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 Campus

Host Institution Faculty

Host Institution Degree

Seminar

Host Institution Department

Economics

[Print](#)