

# 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%2F188947=#\\_ga=2.183883236.399032213...](https://syllabus.sciencespo.fr/en/?mapping%2F188947=#_ga=2.183883236.399032213...)

### Host Institution Campus

### Host Institution Faculty

### Host Institution Degree

Seminar

### Host Institution Department

Economics

### Course Last Reviewed

2021-2022

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