

## Influencing without Authority and Effective Stakeholder Management



CONNECTION 裝備未來  
TECHNOLOGY  
**FUTURE SKILLS**

### Unlock your potential to lead and collaborate effectively!

This course equips you with essential skills to influence senior stakeholders and peers, even without direct authority.

Learn to build strong rapport, foster trust with a win-win mentality, and create co-created solutions.

Enhance your working efficiency by establishing lasting relationships across your organisation, transforming challenges into opportunities for collective success.

Master the art of influence and drive impactful results!

Programme Code	P0000225
Date and time	8 May 2026 14:30 - 17:30
Venue	HKPC Building, 78 Tat Chee Avenue, Kowloon, Hong Kong
Medium	Cantonese supplemented with English terminology   Teaching note in English
Course fee	HK\$2,000 (Early-bird: HK\$1,800, applicable on or before 24 Apr 2026)

### Key Learning Outcomes

- Essential skills to effectively influence senior stakeholders and peers without authority
- Establish strong rapport and trust with stakeholders with a win-win mentality
- Build long-term relationships across the organisation to enhance working efficiency

## Workshop Outline:

- **Partnership Mindset:** Influencing effectively through creating value for both parties with a partnership mindset
- **Engagement-Style Analysis:** Adopting effective strategies to influence stakeholders based on their engagement style
- **Effective Probing:** Asking effective questions to gather useful information for customising our pitch
- **Consultative-Pitching:** Creating customised pitches like a partner or consultant to increase trust

## Trainer's Profile - Gary LO

Gary is a seasoned trainer and TEDx Speaker with extensive corporate experience. He spent most of his career working at some of the most admired Fortune 500 companies including LVMH, Apple Inc., Unilever, GlaxoSmithKline and Nestle. He is a high impact presentation winner and has made over 2,000 public speeches reaching a total of 80,000+ students globally including offline and online.

Various top-tier corporates have invited him as an instructor, including BlackRock, HSBC, Google, LinkedIn, Chanel, Bulgari, DFS, Adidas, L'Oreal, Estee Lauder, Johnson & Johnson, Bayer, Walmart, FedEx, Nielsen, Cisco, AIA, Prudential, Kimberly-Clark, Sun Hung Kai etc. Gary holds an MBA degree from the HKUST Business School and also a Mastering Design Thinking Certificate from the MIT Sloan School of Management.



## Secure Your Seat

1. Scan the QR code to reserve a seat.
2. Upon confirmation of sufficient enrolment, programme details and payment information will be sent to your registration email.

