

NOVOKOWSKY CONSULTING: FROM FUNDAMENTALS TO MASTERY

HIGHER ORDER INFLUENCE (HOI)

Influence is a fundamental capability in every aspect of life that requires interacting with others. Everyone has some range of varying degree of influence -- both in its effective use and in defending against its abuse. As such, HOI Sessions are designed to raise the participants' capability level in all aspects of influence.

The breadth and depth of content of HOI capability development varies according to the length and number of sessions contracted. Notwithstanding, core focus to all HOI Sessions includes:

- The underlying human drives and socio-psycho patterns upon which all influence strategies and techniques are reliant.
- Attributes needed to be influential and the quality of mind/thoughts to protect from being manipulated or controlled.
- The mechanisms that make influence work.
- Real world examples of influence used well and conversely, used to exploit.
- Skills practices to apply in building influential capability.

What Does It Involve?

The minimum HOI Session offered is a one-half day overview. The fundamental baseline session is one-day in length (or two one-half day sessions). A more complete capability development requires an additional one-half to one day.

At present, Novokowsky Consulting Group only offers HOI Sessions to client groups. Public HOI Sessions open to individual attendance may be a future offering.

Where Can I Get More Information?

You may contact Dr. Bernie Novokowsky by email ([click here](#)) or by phone (403) 283-9185.