



The Gauntlet Ultima

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Outline

- Weapons of Influence Refresher
- The Gauntlet

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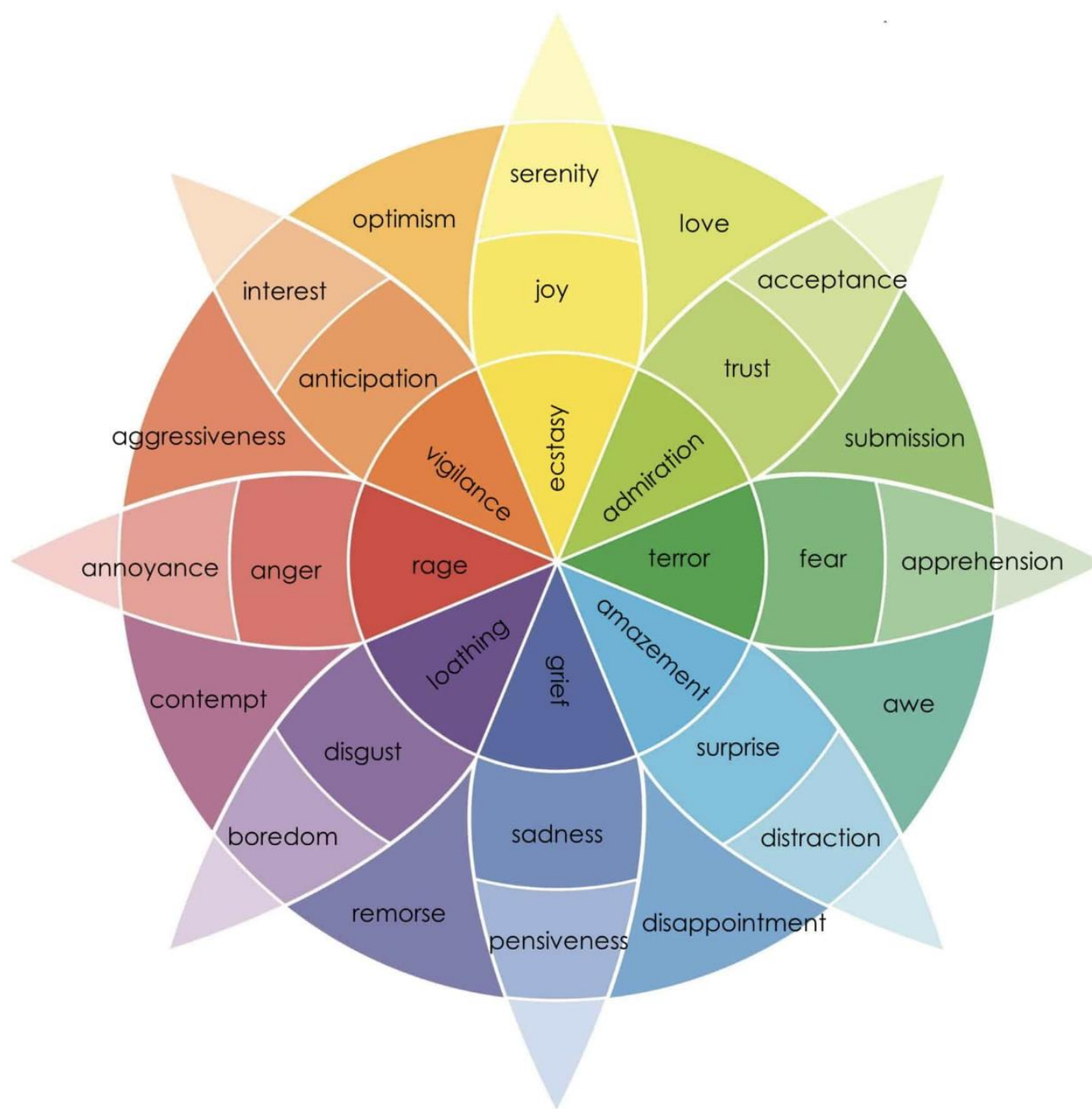
Checklist

- Reciprocity
- Commitment/ Consistency
- Social Proof
- Liking
- Authority
- Scarcity

Refined Checklist

YOU ARE UNIQUE

**WHAT PRINCIPLES HAVE YOU LEARNED ABOUT
YOURSELF?**



LEAVES ON A STREAM

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Rules

- You have **five minutes** to present on a technical topic of your choosing
- The topic you choose today will be the topic I will expect to hear going forward, **so choose wisely**
- Today, I would like you to practice pitching to **your leadership**
- There will be a Q/A portion as well