

Why are you able to influence

project: Resolving the Collective Action Problem of Violence Against Women & Children
in Shinyanga District, Tanzania

client: Women Fund Tanzania

type: Research

location:

Dar es Salaam

Ilola

Lyamidati

Iselemagazi

Pandagichiza

Nyamalogo

Mwakitolyo

Masengwa

Lyabukande

Usule

Salawe

Solwa

Mwamala

Mwaluka

Didia

Tinde

Nydia

Itwangi

participant/s:

WFT-T staff

Children

Men

Reps of the formal system

Women

Mixed

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What is influence? #question

Strategies for influencing others? #question

Why are you able to influence? #question

Idea compass

What is similar?

#character #argument #role_model are all used to influence others, irrespective
of gender or age

What is oppositional?

Men and formal reps leverage their #status and the threat that they can punish #power-over

Where does x come from?

Ultimately the influence comes from being a #role_model

Where does x lead to

If men and formal reps do not behave as #role_model they become enforcers

What is the #paradox or #tension

Men and formal leaders know what is required in order to build followership but the patriarchal system creates space for them to use #authority

What is the Theoretical code:

Consequences (outcomes, efforts, functions, predictions, anticipated/unanticipated): Women and children #defer to male leaders; they do not necessarily follow them

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WFT staff

#influence relies on multiple #reinforcing_actions & #vital_connections

humour,

argumentation,

persistence

"Nilimshawishi rafiki yangu lakini sikukata tama nilimfwata tena na tena" (Solwa, Women) #quote

making others' lives easier

allies

consistency "it takes time for people to buy the idea. They need evidence it has worked somewhere else" #quotes

understanding of context

trust

just asking them for one small step

Is the unintended effect of argumentation to turn people off or away, to create resistance? #Questions

I've managed to mobilise a kikoba on my street. I had an idea, with 2-3 allies. Sell the idea to this lady, ask her to speak to someone else - at the end of the day we found ourselves a group of 10 - we are able to do something #anecdotes

We had women forum - it was really dragging, people were failing to come together because of different dynamics / attitudes. I managed to influence them, but I don't know what exactly happened. I think it depends on the people you are dealing with. #anecdotes

I've managed to influence people to come together as EVAWC actors - something that had failed before. Is it trust, persistence, intent? Is it that they think they may get funds if they come together in the WFT group? A number of things need to be together for something to influence #anecdotes

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Children's perspective

When I tapped into my #Ujasiri I became bold. #build-on-idea Ujasiri is a necessary but partial precondition for influencing others.

My #character

Because he believed me & saw my own actions

I have the ability to express myself

Because I am confident

#role_model

They see us as a good example.

He felt I was successful and sees me as a good

example

My #argument

I made a convincing case

I told her if she stayed in school she would find a better husband than the local guys drinking alcohol

Explaining to him the consequences of his actions, which he did not understand before

I told him if he studied we would succeed and go to secondary

Because what I was saying was meaningful

Was able to explain how I had been hurt by their behaviour

My #empathy

Because I understand them

I was able to read his psychology

Compassion in me

Follow-through

He knew that I would help him in his studies

My #knowledge

I was taught about children's rights

Our #relationships

Because I am his younger sibling

#build-on-idea that the competencies used to influence are exactly those that are used by citizen protectors when they draw on their toolbox to prevent violence

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Mens' perspective

You can influence others because you have "moyo wa ushawishi" but not all people listen to your advice

I am a #role_models

I am a good example

Because of the good deeds I do

Because he saw my wife and I peacefully imitated from us

He saw my achievements which is why he agreed to be convinced

My #argument

I have good examples to share & make my case

Gave him examples of successful agriculture

Gave him good ideas
 Gave him the pros and cons
 When they see the effect of bad things they become easier to be
 convinced by seeing good examples
 He tested what I had advised him and found it to be true.
 Examples of other successful people enabled to influence
 Using a gentle & friendly language
 Drew on my wisdom (busara)
 My #character and experience
 I am very capable
 My collaboration with my community
 My faithfulness in society "Kutokaana na uwaminifu wangu katika jamii"
 I know myself,
 I am confident, brave & courageous
 I am generous
 My #status
 Because I am a leader
 My appearance is smart
 #age
 Because of my age I have great potential to convince young
 people and many of them succeed
 I drew on the influence of an older man who helped me
 Our #relationships
 Due to our close relationships
 The others' response to me
 I was listened to
 My #empathy and #compassion
 Providing reassurance and motivation
 I persuaded a man not to give up
 Not to give up in life in spite of challenges
 I looked at how the children would suffer if he left and persuaded him to
 stay
 I saw another's need
 I was saved #faith
 so that's why I could persuade them to be saved
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 Women's perspective
 I am a #role_model
 Because I had a business and they saw my progress which influenced
 them to listen to my advice.
 They see me as an example and my success
 Saw a model for me to succeed
 Because he longs for success like mine
 They see the consequences of successful agriculture

My #character

My good behaviour

My wisdom

My #empathy

Because I showed I cared for her and her health

My #argument and #approach

I showed him alive examples

Saw the benefits of the decision that I had encouraged them to make

Because of the good languages we use

Because I was humble

I approached the issue slowly slowly

Because what I was suggesting was acceptable in society #build-on-idea
in a conventional society people have influence only in so much as they are encouraging
people to maintain social norms - would these Strategies for influence be appropriate if
you were encouraging people to break #norms?

My #status as a leader

Of a savings group

I am accepted in my community #build-on-idea would she not be able to
influence if she was not accepted by the community, see for instance [[When a man is
ruled by a woman]]

I am an #activist

I because I am an activist this is my power and influencing others is
something I do regularly (Lyamidati)

Because of the #context

Our leaders in this ward make it easier for us to influence others
(Mwaluka)

Our #relationships

My closeness to the person

Because he believes me

I lowered myself and built good relationships #quote "Nilijishusha na
kujenga mahusiano mazuri" #build-on-idea there is something here that to have a good
relationship with someone you need to lower yourself in the hierarchy rather than try
and seek an equivalence with them

Because they are my closest friends

My #interpersonal-skills

My ability to collaborate with others

My ability to be a #secret-keeper

I was able to keep a secret

The other person's reaction to me

they listened to the education I was giving

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Formal reps

I am a #role_models

I was able to convince her because she saw my success in agriculture,
seen how I have resolved previous challenges

Because they imitate good examples from us

Saw my success and mimicked it

Show examples to successful people

Our #Relationships

The close relationship with us was what led to being able to
persuade him

Nature of the relationship with them led to being able to persuade
him

#empathy

To understand him deeply

My #approach

Because you give them voluntarily you do not force the decision to come
out of them a good language

Because we are confident and understand what we are telling them

Encouragement that I gave

You do not force them to make certain decisions

My #Character

My reliability

My #status and #social_role

It is my responsibility to convince people

He understood my power

Because I am a health professional that gave him an understanding

My leadership position helped me

Depends on your #age and rank in lobbying

#Education because of my education I am able to influence

Could be education in the sense of #status #role_model and also
in the sense of having the skills to influence #build-on-idea

#faith

He recognised the power of God was in charge of him

My #argument

Because I was telling him the basic words and he saw the truth they
were building

Given we explain the benefits and consequences of what he is
doing

I explained the benefits.

I showed him the importance of that thing

Other person's response

believes me

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Mixed group

Can influence others because

They believe us

My #character
 I have love and #compassion
 I am smart and sound minded
 My inner qualities and my outward appearance convinced someone not to
 drink alcohol

My #relationships
 My respect for the community is reciprocated as they accept me as a
 reliable influence
 We are community of close relationships - simple society - #build-on-idea
 that the size of the #network and strength of #social_ties enhances the #influence
 connected individuals

I am #role_models
 He saw my success and was convinced
 I see the ability comes from imitating good examples for successful ones
 I am a visible model & saw our good conduct
 I was able to persuade because he saw a good example of things I do for
 my children

Because people mimic
 He imitated my good example
 They've seen some good examples from us

My #empathy
 am influential because my faith in the other person was seen by them

My #approach
 I talked to her well generously understood me
 I explained to him and the harm he would have if he did not stop alcohol
 he heard it.

We use good language
 I used my mind and he listened to me
 Handholding - I escorted the patient to the hospital

Response of the other person
 He sought to listen, understand and respond
 Because it's understanding and responsive
 I and the person I was trying to influence was able to #reflect - I first
 examined myself and I went to persuade someone

My #power-over
 I was able to punish them if they did not adhere to my instructions
 (Itangwi)
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[[Evidence of influence & collaboration]]

[[Who & why are you unable to influence]]