



priority group

The Power of AI

LEVERAGING THE AI-HUMAN EDGE TO BOOST
INFLUENCE IN STAFFING AND SEARCH

PRESENTATION HANDOUT

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THE POWER OF AI: UPGRADE YOUR INFLUENCE!

TopEchelon,

Thank you so much for taking time to invest in your growth with me! I loved spending time with you exploring how we use AI to elevate our influence — activating deeper empathy, naming friction, and creating clarity — even when it's uncomfortable.

In our world of constant change, courageous communication isn't a "nice to have," it's a performance skill. Success goes to the performers who don't avoid tension and instead, learn how to use it to strengthen trust, collaboration, and innovation.

As you step back into your work, use these prompts and tools to prepare for your next important conversation. **Let AI be your practice partner**, helping you reflect, rehearse, and refine your approach, so when the moment comes, you can lead with clarity, curiosity, and courage.

Let's make this the year you build professional relationships where challenge feels safe, feedback feels normal, and truth moves faster than fear.

You've got this!

Henna



@hennapryor

01: SIMULATE, THEN SHOW UP



1. ORGANIZE YOUR THINKING

- "Here's the situation. Help me outline a calm, clear way to express my concern."

2. ANTICIPATE EMOTIONAL RESPONSES

- "What parts of this might trigger defensiveness?"
- "How might this land emotionally and how could I adjust the language?"

3. PRACTICE THE PUSHBACK

- "Play out a version of this conversation where they disagree with me. Show me how I could respond respectfully, but firmly."

02: STEP INTO THEIR SHOES



1. PROMPT IT WITH DIFFERENT PERSPECTIVES

- "Act as a skeptical client pushing back on my proposal."
- "Pretend you're a candidate who's upset about a last-minute interview change."

2. PRACTICE MULTIPLE SCENARIOS - NOT JUST THE IDEAL ONE

- They agree right away (Easy Mode)
- They push back hard (Realistic Mode)
- They misunderstand your point (Uh-oh Mode!)

3. DEBRIEF AND ADJUST

- "What worked about my response?"
- "Where might I have triggered more resistance?"
- "How could I have closed the conversation on a stronger note?"



ONE CONVERSATION CHALLENGE

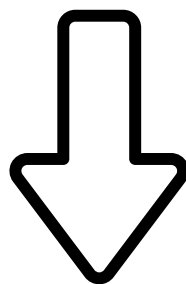
ROLE-PLAY

- A cooperative response
- A resistant response
- A distracted response

NOTICE

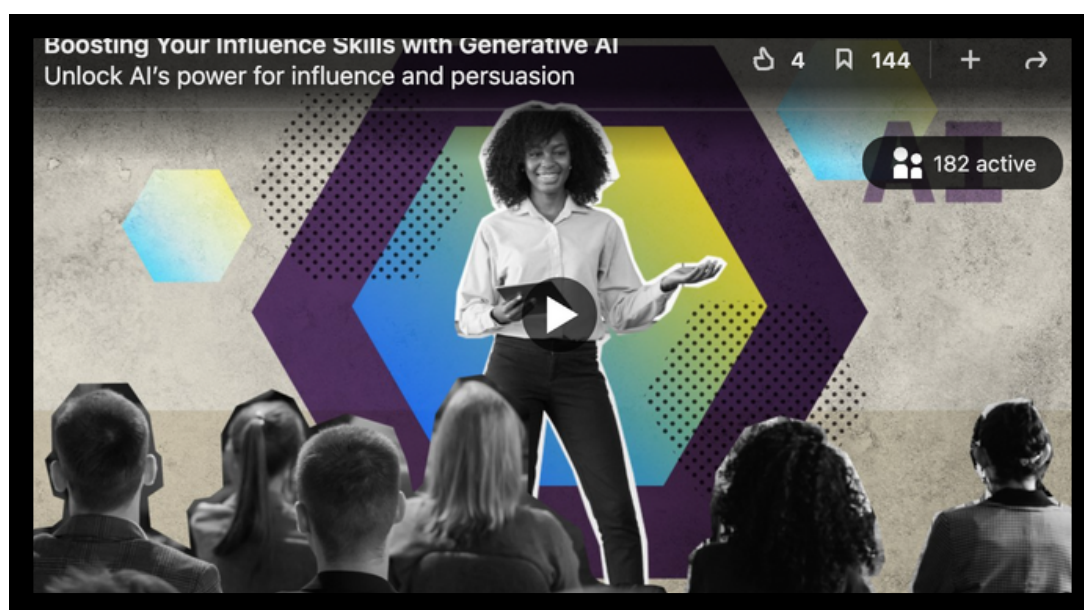
- Where do you stay calm?
- Where do you scramble?
- What adjustments could make you even sharper?

**Want a TON more prompts
that will skyrocket your
influence?**



If you enjoyed this session, you will LOVE Henna's newest LinkedIn Learning course - Boosting Your Influence Skills with Generative AI

Free for the first 30 days and free FOREVER with most library cards!



 Learning



I'M HENNA PRYOR.

Keynote Speaker, Author + Certified
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PRAISE FOR **GOOD AWKWARD**



"If mental blocks around awkwardness have kept you from taking the next right step in your career and life, you need to read Good Awkward. Henna Pryor combines insightful research and a playful writing style to bring a fresh perspective to taking the professional risks we all need to take to succeed -- in work and in life."

NFL Quarterback, Russell Wilson

"**I feel seen!** In Good Awkward, Pryor puts her finger on something most of us are afraid to admit -- we don't always know the right thing to say, our attempts at small talk fall flat, we get shot down when we venture into new territory.

I found myself nodding along to the many relatable examples of how we stifle ourselves because we are afraid of being anything but the polished professionals we want the world to see.

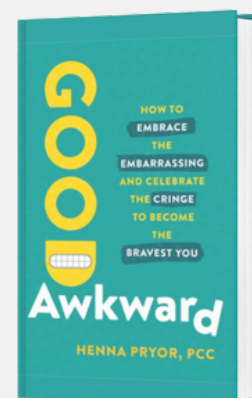
But Pryor explores how embracing our inner awkwardness can actually help us perform better at work -- and in life. When we free ourselves from the fear of looking less than perfect we realize that our awkwardness can be a superpower. **Highly recommend!"**

Karen Dillon

Former editor of Harvard Business Review and New York Times bestselling author of How Will You Measure Your Life?



Good Awkward is an 18x award-winner, including being named a **Kirkus Reviews'** **"BEST BOOK OF THE YEAR!"** Order now or learn more at www.goodawkward.com.



Additional Resources

- DOWNLOAD THE PIONEERING NATIONAL RESEARCH STUDY!
- HENNA'S 4 LINKEDIN LEARNING COURSES - FREE WITH A LIBRARY CARD OR FOR THE FIRST 30 DAYS!
- INC. MAGAZINE COLUMN, THE AWK-WORD
- TED.COM HOMEPAGE FEATURED TALK: WANT TO GET AHEAD AT WORK? RISK THE AWKWARD MOMENTS
- TEDX #2: THE NEW WAY TO BRAG IN THE MODERN WORLD - AND FEEL GOOD DOING IT
- HENNA'S CAREER ADVICE ON GLASSDOOR
- LIKE PODCASTS? CHECK OUT HENNA'S PODCAST APPEARANCES!

