

COURS DECOUVERTE

« STRATEGIES OF INFLUENCE » PAR NICHOLAS DUNGAN

DESCRIPTIF

« Strategies of Influence » is a highly interactive elective seminar course encouraging maximum student participation and leadership. Grounded in the concept of *πρᾶξις* (praxis: learning by doing, education for use), the course explores the nature of influence, legitimate and non-coercive methods of influence and different ways of exercising that influence. Ranging from the academic and philosophical to the practical and personal, the course considers forms, methods and networks of influence, weighs questions related to messaging, visibility and the power of example, as well as offering training on how to give a successful speech, how to go on television with no time to prepare, how to exercise influence in organizations and how to create your own persona as an influencer.

BIOGRAPHIE

Nicholas Dungan is the founder and president of CogitoPraxis, an advisory business based on his Strategies of Influence course at Sciences Po and an Adjunct Faculty member of the Collège Universitaire of Sciences Po. He is a Senior Fellow in the Future Europe Initiative programme of the Atlantic Council in Washington DC and a Senior Research Fellow at the Paris-based Institut de Relations Internationales et Stratégiques. He was president of the French-American Foundation from 2005 to 2008. He is a member of the board of directors of the Chatham House Foundation, the US arm of the Royal Institute of International Affairs at Chatham House in London, and a former associate fellow of Chatham House. Nicholas Dungan serves on the Conseil de la vie étudiante et de la formation of Sciences Po and on the board of directors of Sciences Po Alumni Inc. He is an honorary fellow of the Foreign Policy Association.

Nicholas Dungan is the author of the biography *Gallatin: America's Swiss Founding Father* (New York University Press, 2010). His next book, currently in preparation, is entitled *Why France Matters*.