



# Pioneering Socioeconomic Solutions & Development

**Module Code: IE10-14**

**Module Title: Influencing without Power**

**Faculty: Socioeconomy**

**Level: 10 Semester: Four**

**Credits: 20**

**First year of presentation: 2024**

**Administering Faculty: Dr Shamsu Abubakar**

**Pre-requisite or co-requisite modules: None**

## 1.0 Allocation of study and teaching hours

Student hours allocation	Student Hours	Staff hours
<b>Lectures</b> (Taking Discussion Notes, Participation in Visits and Active Contribution)	<b>80</b>	<b>160</b>
<b>Practical classes/ Presentations/</b> (Module Project & Presentation)	<b>35</b>	<b>20</b>
<b>Inspiration Labs (Project Hubs)</b>	<b>35</b>	<b>20</b>
<b>Self-directed study, Set reading etc.</b> (Student case studies)	<b>15</b>	-
<b>Assignments – preparation and writing</b>	<b>15</b>	<b>10</b>
<b>Examination (Open Book) – Assessment</b>	<b>20</b>	<b>10</b>
<b>TOTAL</b>	<b>200</b>	<b>220</b>

## 2.0 Brief description of aims and content

The background of this module is focused on creating a transformation in the mindset the participating student of their infinite capacity in creating change in any socio-economic condition, if they apply abundance thinking. The subjects in this module is that it introduce the concept of 'Influencing without power', or 'without authority'. It is about the power to make or excite others without having any materialistic resources to give or contribute. The module participants would manage to practice the concept of 'influence without power' i.e. practice give and take between all the involved parties, thus enabling them to change or reinforce again others' attitudes, opinions or behaviours. They would learn to optimise the inspiration lab capacity to shape what happens in order to produce a desired action, to trigger behaviour or build others' opinions about it.

## 3.0 Learning Outcomes

### 3.1 General Learning Outcomes

The students of this module will have acquired the following learning and experience:

- i. Critically Understand why it is important to evaluate the intrinsic powers within the targeted community or organization
- ii. Evaluate when and how: 'Influencing without power or authority' approach could be used.



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- iii. How to test the influence without power in the different communities & organizational situations.
- iv. Effectively illustrate creation of 'influencing without power' in real-life situation.
- v. Apply critical thinking in analyses and syntheses of the models achieved by 'influencing without power or authority'.

### **3.2 Cognitive/Intellectual skills/Application of Knowledge**

Having successfully completed the module, students should be able to:

- vi. See opportunities through Influencing without power towards contemporary and future challenges, using lots of positive psychology techniques;
- vii. Solve, Develop, Improve communities through Influencing without power.
- viii. Specialise in eliminating poverty, improving equality, and empower the vulnerable through Influencing without power.
- ix. Identify opportunities and work on improving of fostering collective Influencing without power strategies to maximise the successes from the management of change efforts.
- x. work with the stakeholders to improve Influencing without power to adapt to new conditions or ensure the transition or transformation to the new state.

### **3.3 Communication/ICT/Numeracy/Analytic Techniques/Practical Skills**

Having successfully completed the module, students should be able to:

- xi. Work with the employees to improve the culture of the organisation and adapt to new conditions or ensure the transition or transformation to the new state.
- xii. Illustrate how the observations and the opportunities depend on the different conditions of the field, and they play in the final outcome of socio-economic change.
- xiii. To synthesise and critically evaluate with empathy challenges, problems, ideas, opportunities and observations from multiple sources and from different perspectives, i.e. with holistic thinking, in order to develop coherent and evidence-based arguments.

### **3.4 General Transferable Skills**

Having successfully completed the module, students should be able to:

- xiv. Identify, or exploit opportunities around the problem and then to analyse them to develop short- and long-term solutions.
- xv. Be Unique in research, and creativity, besides can work with diversified teams.
- xvi. Demonstrate profound knowledge in the field of Inspiration Economy and its related practice while applying its relevant theoretical and practical frameworks.
- xvii. To synthesise and critically evaluate with empathy challenges, problems, ideas, opportunities and observations from multiple sources and from different perspectives, i.e. with holistic thinking, in order to develop coherent and evidence-based arguments.
- xviii. Creatively and systematically address complex socioeconomic issues and develop practical and innovative solutions.



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## 4.0 Indicative Content

- i. Introduction to the "influencing without power" and its historical background
- ii. Reviewing how 'Influencing without power' could be used for Inspiration Economy Models
- iii. Experimenting with in the field of how to create successful 'live models' through 'influencing without power'
- iv. Researching how can develop further the 'influencing without power' approach in the Inspiration Economy'
- v. Creating Models, Project Presentation that shows the benefit of 'influencing without power' in socio-economic development

## 5.0 Learning and Teaching Strategy

	<b>Topics covered</b>	<b>CILOs</b>	<b>Teaching Method</b>	<b>Assessment</b>
1	<i>Introduction to the "influencing without power" and its historical background</i>	i. ii.	<i>Lecture/ Discussion</i>	<i>Active Participation</i>
2	<i>Reviewing how 'Influencing without power' could be used for Inspiration Economy Models</i>	iii. iv.	<i>Lecture/ Case Studies, Students Presentations &amp; Discussion</i>	<i>Assignment #1</i>
3	<i>Experimenting with in the field of how to create successful 'live models' through 'influencing without power'</i>	X, xi, xii,	<i>Lecture/ Discussion/ Projects/ Case Study</i>	<i>Case #1 Inception of Module Project</i>
4	<i>Researching how can develop further the 'influencing without power' approach in the Inspiration Economy'</i>	Viii, xiv	<i>Research Analysis Application</i>	<i>Research &amp; Active Participation</i>
5	<i>Creating Models, Project Presentation that shows the benefit of 'influencing without power' in socio-economic development</i>	Xv, xi,v	<i>Lecture/ Students Presentations, Discussion</i>	<i>Project Continuation</i>

**Open Book Exam**

## 6.0 Assessment Strategy

- Taking Discussion Notes,
- Participation in Visits and Active Contribution
- Assignments
- Students Case Studies
- Module Project & Presentation
- Final (Open Book Exam)



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## **7.0 Assessment Pattern**

<b>Components</b>	<b>Weighting (%)</b>	<b>Learning objectives covered</b>
<b>In-module assessment:</b>	<b>30%</b>	
Taking Discussion Notes, Participation in Visits and Active Contribution		<b>1,2,3,4,5,6</b>
Assignments		
Students Case Studies		
<b>Final assessment:</b>	<b>70%</b>	
Module Project & Presentation	<b>45%</b>	
Final Assessment (Open Book Exam)	<b>25%</b>	<b>1,2,3,4,5</b>

## **8.0 Strategy for feedback and student support during module**

Each Presentation is marked, marks post on the module Web on the University Postgraduate Online Campus Platform, with immediate feedback (direct contact with the student or contact through the online modules platform); Specimen examination papers and solutions available.

## **9.0 Indicative Resources**

Besides the international references in the relevance to the module, the following are the IIEP published research:

### Book of Reference No 1

Buheji, M and Ahmed, D (2017) Breaking the Shield, - Introduction to Inspiration Engineering (English) Archway Publishing -USA, ISBN- 978-1480848061.

### Book of Reference No 2

Buheji, M and Ahmed, D (2019) The Defiance - A Socio-Economic Problem Solving (Edited Book), AuthorHouse, UK. ISBN: 978-1-7283-8869-4.

### Book of Reference No 3

Buheji, M. (2018) Re-Inventing Our Lives, A Handbook for Socio-Economic "Problem-Solving", AuthorHouse, UK. ISBN- 978-1-5462-9840-3.

### Book of Reference No 4

Buheji, M (2019) Designing a Curious Life, AuthorHouse, UK. ISBN- 9781728386171

### Paper References

1. Buheji, M (2019) Understanding the Economics of Problem-Solving. A Longitudinal Review of the Economic Influence of Inspiration Labs- Three Years Journey on Socio-Economic Solutions. American Journal of Economics 2019, 9(2): 79-85



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2. Buheji, M (2019) Shaping the Anatomy of Socio-Economic Community Problems towards Effective Solutions, Issues in Social Science, Vol. 7, No. 1, pp. 1-11.
3. Buheji, M (2019) Influence of visualised reflection on 'solving socio-economic problems' – a case from youth economy forums, Int. J. Innovation and Learning, 25 (1), pp. 1-16.
4. Buheji, M. (2018) "Influencing without Power" Currency in Inspiration Labs—A Case Study of Hospital Emergency Beds. American Journal of Industrial and Business Management, Vol. 8, pp. 207-220

## **10.0 Other resources used (e.g. e-Learning, field visits, periodicals, software, etc.):**

- a) Additional required materials will be provided throughout this module in a soft copy.
- b) Field Visits will be arranged based on students availability in the Morning or Afternoon to certain entities that have managed to bring solutions for complex problems, or have a problem that needs to be investigated.
- c) Case Studies of both Inspiration and Resilience economies and similar concepts that lead to love models creation that influenced the socio-economy.

## **11.0 Module Team**

**To be announced once HEC give provisional approval**

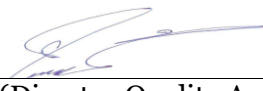

Dr. MOHAMED Buhijji  
Professor FAIZ Galloui  
Professor NADA Trunk  
Dr. DUNYA Ahmed

**Module coordinator:** Dr. Mohamed Buheji & TBA (Program Advisory Board)  
Email: [buhejim@gmail.com](mailto:buhejim@gmail.com)



# Pioneering Socioeconomic Solutions & Development

## UNIT APPROVAL

Faculty	Dean /Director	Date
<b>1</b>	Signature	
	1.Dr. MOHAMED Buheji (Founder International Inspiration Economy Programme)	
	Signature 	
	2. Mr. ....(Director Quality Assurance SIAS) To be recruited once HEC grant provisional approval for SIAS	
<b>2</b>	Signature	
	3.Prof. Dunya Ahmed ( Vice-Chancellor SIAS)	
	Signature 	

## Seen and noted

<b>Library</b>	Signature	
	Print Name Pending Recruitment after HEC approval	
<b>ICT</b>	Signature	
	Print Name Pending Recruitment after HEC approval	
<b>Quality Office</b>	Signature	
	Print Name Pending Recruitment after HEC approval	
<b>VRAF (Director Finance) SIAS</b>	Signature	
	Print Name Pending Recruitment after HEC approval	





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