In today’s flatter, ever-evolving organization, leaders need to get things done through people who work outside their line of reporting—and in some cases who even “outrank” them. Welcome to the new age of influence, where effective leaders don’t, or can’t, throw their weight around to make things happen—even with their direct reports.

Influential Leadership helps leaders get their good ideas heard, accepted, and enacted. Leaders learn influencing strategies and how to package ideas to gain the commitment of even the most skeptical coworkers and partners.

DO YOU FACE ANY OF THESE ISSUES?
- Are your leaders having trouble getting commitment to ideas or actions to improve service, productivity or quality?
- Do your leaders struggle to “make things happen” outside of their team or workgroup?
- Are your employees dissatisfied because they feel they are not listened to and are coerced into ideas?

PERFORMANCE OBJECTIVES
Helps leaders:
- Capture people’s attention, change their perspectives, and make things happen.
- Clearly link ideas, suggestions, and recommendations to changes that will have a positive impact on individual, team, and organizational performance.
- Express themselves with enthusiasm and conviction.
- Understand people’s motivations, needs, and concerns, and gain their commitment.

PRIMARY COMPETENCY DEVELOPED
- Building Partnerships
- Gaining Commitment

SECONDARY COMPETENCIES DEVELOPED
- Building Strategic Working Relationships
- Building a Successful Team

VIDEO SEGMENT SUMMARIES
- A positive-model leader attempts to influence his peers.
- The big picture strategies are illustrated as our video leader engages in three meetings with his peers.
- Using a number of packaging techniques, the leader captures attention, builds a vision, and gains support for the idea.
- The leader addresses skepticism from one of his influence targets.
- The leader successfully handles reluctance to commit.

COURSE DETAILS
- Target audience: Frontline leaders through mid-level managers, and informal leaders.
- Module length: 4 hours. Course can be lengthened with optional activities.
- Facilitator certification: DDI-certified facilitator required.
- Prerequisites: None.
- Series: Suitable for all environments.
- Group Size: 8 to 16 people.
- Prework: Optional.

RELATED COURSES
- Adaptive Leadership
- Building Winning Partnerships
- Motivating Others
- Resolving Conflict
- Leading High Performance Teams
- Making Meetings Work
- Reaching Agreement
- Influencing Others (for workforce)

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