

Influence for Impact

This custom, hands-on, two-day program plus pre-session virtual learning increases participants' influence and impact within their role.

Learning Outcomes

- Build and deepen formal / informal networks to enlist expertise and support of various stakeholders
- Adapt relationship skills across differences of culture, generation and style
- Build cognitive arguments to get commitment for valuable ideas and actions
- Describe the biological mechanism of emotion and the role of feelings in influence
- Step up, be heard and take reasonable risks to get your ideas adopted
- Use a set of tools and assessments to create lasting business impact based on the three dimensions of influence

Program Flow

Module One

Pre-work

Read three articles about the psychology of influence

Watch two supporting videos

Complete two self-assessments

Define and describe influence project

Meet with your manager to align on growth and personal objectives

Write three short pieces

Participate in a virtual learning classroom experience

In-person Session: Day 1

Introduction

Welcome and revisit

Historical context

Program Framing

Three Cs

Cognition

Crafting a clear point of view

Ten influence techniques

Questioning

Caring

Connecting emotionally

Activity: Motivational Poker

Motivation Styles

Emotional intelligence

In-person Session: Day 2

Caring

Thinking partnerships

Measurability of caring

Influence through curiosity

Relationship traps

Courage

Conflict

Triggers

Risk-taking

Coherence

VUCA

Spheres of influence

Commitment

Workshop Close

Workshop evaluation