



Influencing

The purpose of this unique Influencing workshop is to teach managers and leaders how to frame and shape perceptions for innovation and organizational change regardless of scope and scale. Participants learn how to leverage supporters and influencers to gain acceptance for change using an influence map and communication strategies influenced by an understanding of communication patterns. This workshop teaches participants the art of stakeholder management, the power of persuasion, and how to influence the decision-making process.

Outcomes

- Greater number of managers and leaders who can successfully influence decision makers to drive innovation and create organizational change.
- Managers and leaders who are more skillful at influencing their work units to align with organizational change.
- Improved organizational capability to initiate, shape the front end of business critical innovation and change initiatives.

“The key to successful leadership today is influence, not authority.”

— Ken Blanchard

LeadershipChoice.com 800.232.9022

