



Influence

4 hours

English

Leadership

Team Member

Leadership Course | Team Member Course

Everyone has their own “go-to” style to try to influence others. Some may exhibit an unrelenting style to persuade others to see their point of view. Others may shy away from an influence opportunity altogether because they view it as burdensome. Influence needs to occur within every organization so that the biggest breakthroughs and simplest of process changes can be made. Influencing starts with understanding all the stakeholders and the needs of each. This course introduces packaging ideas that will win over stakeholders and skeptics alike. They will harness different strategies to capture attention, provide different perspectives and get the commitment needed from others to take action.

This course will enable leaders and team members to . . .

- Gain commitment for ideas to improve business products, procedures, and outcomes.
- Act on ideas because commitment is needed by others outside their team or at a higher-level within the organization.
- Plan to implement ideas because others understand the benefit it will have to the organization.
- Leverage personal power to gain commitment to take action on promising ideas and alternatives that achieve business results.