

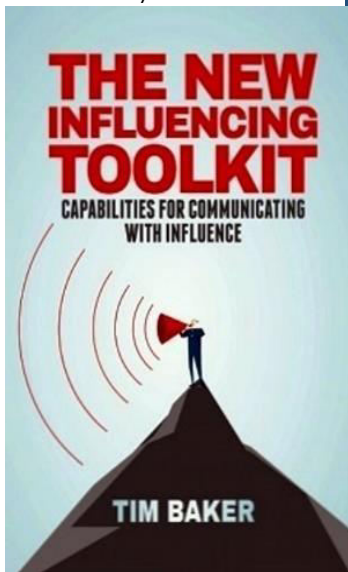
Maximising Your Influence as a Leader

A One-day Interactive In-house Workshop

Without influence, managers are ineffective. There is a growing recognition that this is a core leadership competency for managers, across industries, geographies, and sections. Managers need to influence up, down, and increasingly, sideways, as organisations become flatter, more manoeuvrable and less hierarchical.

This one-day, in-house workshop is expertly designed to diagnose and develop managerial influence.

- To understand your



Workshop Aims

influencing style and approach and its strengths and opportunities for growth.

- To apply the four influencing strategies in the right time, in the right place, and with the right people to maximise your capacity to persuade.
- To build confidence in using a wide array of influencing tools.

Workshop Format

Session 1—Understanding and Understanding Power

- The Power of Position
- Personal Power
- Five Tools to Enhance Organizational Status
- Nine Tools to Build Personal Power

Session 2—Influencing Capabilities Framework

- Introduction to Influencing Capabilities Framework
- The Four Influencing Strategies
- Influencing Capabilities Profile
- Interpreting Your Profile

Session 3—Leaders of Influence

- The Inquisitive Investigator
- The Clear Calculator
- The Mindful Motivator
- The Collegial Collaborator

Session 4—Influencing Tools

- Investigation Tools
(Gathering Evidence, Generating Ideas, Asserting Ideas, Countering Arguments) •

- Calculation Tools
(Weighing Options, Communicating Standards, Providing Feedback, Offering Concessions)
- Motivation Tools
(Communicating Vision, Generating Enthusiasm, Connecting Emotionally, Building Morale)
- Collaboration Tools
(Sharing Ownership, Communicating Openly, Listening Actively, Building Trust)

Participant materials

- *The New Influencing Toolkit* book as a reference and support guide
- Participant workbook
- 14-page Influencing Capabilities Profile report

Bio

Dr Tim Baker was voted as one of the 50 Most Talented Training and Development Leaders by the World HRD Congress in 2013. This year he was nominated for Thinkers 50, which identifies the 50 most influential management thinkers in the world. He is author of six books, including his latest: *The New Influencing Toolkit*. He has conducted over 2,430 seminars, workshops and keynote addresses to over 45,000 people in 11 countries across 21 industry groups.



Fees and Availability

Baker is available for bookings for in-house one-day programs and conference presentations across Australia and internationally. Please contact Tim directly at tim@winnersatwork.com.au or call him directly on 61 7 413 636 832.

Tim

Contact

Call Tim Baker on 0413 636 832 tim@winnersatwork.com.au for bookings and additional information.