

MAXIMIZING YOUR INFLUENCE: DESIGNED FOR WOMEN LEADERS

Overview

Influence skills are key to effective leadership. Although leadership doesn't come in a male/female version, there are specific strengths and challenges that women tend to bring to leadership positions.

In this workshop, designed especially for women, we look at differences in gender communication. We explore ways to make your voice heard by others and to adapt your approach while holding onto your personal integrity. You walk away with an assessment tool that helps identify the most effective influence strategy in any given situation. You learn how to increase your influence in interactions as well as your overall visibility in the organization.

Who Should Attend

Women leaders who want to expand their influence skills and build credibility to impact results

Benefits & outcomes

- Determine your influence styles, strengths, and developmental opportunities
- Practice skills and assertive behaviors in challenging interpersonal and group situations
- Learn to interpret and surface conventional assumptions, perceptions, and communication patterns of men and women
- Build a plan for creating strategic alliances and influencing organizational practices

Program Curriculum

Module 1: The Bases of Power and Influence

- The work of influencing
- Key influencing skills
- Assessing your power and influence

Module 2: Communication in the Workplace

- Socialization, gender, and communication
- Conversational rituals at work
- Expanding your influence skills: direct communication approaches
- The silencing syndrome
- Assertive techniques and strategies
- Building awareness in others
- Dealing with competing demands

Module 3: A Voice for Organizational Change

- Influencing across the organization
- Opportunities for influencing key organizational initiatives
- Assessing appropriate influence strategies
- Presenting your case with impact and integrity

Module 4: Building a Powerful Web

- Assessing the strengths and gaps of your current network
- Identifying key stakeholders and networking opportunities
- Creating an action plan for effective networking

Linkage Training Programs are approved by the following organizations

