



INFLUENTIAL LEADERSHIP

COURSE OVERVIEW

Prework: Participants complete a prework booklet that introduces the concept of influence and has them identify an influence opportunity they have with a person or group at work.

- **Open:** Learners are introduced to the topic of influence and work in teams to choose one real-life influence situation they will focus on during the workshop.
- **Strategy—Focus on the Big Picture:** Learners observe a leader using big-picture strategies in several scenarios. They evaluate the strategies and pick the ones they will apply to the real-life influence situation identified earlier.
- **Packaging—Engage Hearts and Minds:** Learners are introduced to the three techniques to paint the big picture and discuss when to use each. Teams work together to identify their audience type and which packaging techniques and strategies they'll apply in their real-life influence situation.
- **Commitment—Steer Choices and Actions:** Teams are introduced to the commitment techniques and determine how to handle each situation. Teams work together to develop a process for gaining commitment in their own situations.

VIDEO SEGMENT SUMMARIES

A positive-model leader attempts to influence his peers.

The big-picture strategies are illustrated as our video leader engages in three meetings with his peers.

- Using a number of packaging techniques, the leader captures attention, builds a vision, and gains support for the idea.
- The leader addresses skepticism from one of his influence targets.
- The leader successfully handles reluctance to commit.

COURSE DETAILS

Target audience: Informal and formal leaders at all levels.

Course length: 3 hours, 30 minutes. Course can be lengthened with optional activities.

Facilitator certification: DDI-certified facilitator required.

Prerequisites: None.

Series: Suitable for all environments.

Group size: 8 to 16 people.

Prework: Yes. 15 minutes.

RELATED COURSES

- Adaptive Leadership
- Influencing Others (for workforce)



- Leading High-Performance Teams
- Making Meetings Work
- Motivating Others
- Reaching Agreement
- Resolving Conflict