



Influence

Power and Situational Leadership®

Overview

Leaders spend much of their time attempting to influence others – direct reports, peers, managers, clients, prospects, suppliers, and other stakeholders in the organization. Challenges to their success and effectiveness include selling ideas, driving innovation/change, resolving conflict, competing for resources and getting consistently increasing levels of performance. *Influence* actively engages graduates of *Situational Leadership® – The Core* seeking to respond to those challenges and clearly understand, “What right do I have to lead?”

Strategic Outcomes

- Fosters conscious and appropriate use of power
- Creates confident, savvy coaches
- Strengthens the “how to” of lateral influence
- Positive conflict resolution to enhance team performance
- Accelerates development and retention of high potentials
- Increases sales through more effective customer influence
- Snapshot of leadership culture engages senior executives
- Enhances application of Situational Leadership®

***The excellence in design and content of Influence
delivers on the promise of the most highly regarded
leadership model in the world. ☒***



Family of Situational Influence Models

Leadership • Sales • Service • Parenting • Teams

Program Description

Influence is the most significant advancement to Situational Leadership® in the last 40 years. This workshop is a powerful skill-building, feedback and action-planning session that answers the questions, “What right do I have to lead? To coach? To manage?”

Blending self-perception, 360° feedback and a dynamic classroom experience focusing on each individual’s influence challenges, participants build skills to obtain, develop and judiciously use appropriate power bases to achieve organizational goals. Equipped with tools to put power behind their leadership styles, Situational Leaders convert this session into rapidly increasing individual and team performance.

Extended Outcomes

- Engages senior executives with a compelling model to build power bases
- Gives leaders tools to take *Empowerment* from theory to practice
- Hones Situational Leadership® skills
- Reinforces importance of leader adaptability
- Provides each participant an action plan to balance their power bases
- Validates leader access to personal power to achieve results
- Increases awareness of need to reward performance
- Help peers and direct reports build their power bases and leadership potential
- Gives participants an understanding of their influence potential
- Increases probability of leader success and effectiveness
- Focused data-rich methodology to coach participants on increasing leader effectiveness *and* efficiency

Program Specifications

Audience

- Executives
- Supervisors
- Managers
- Coaches

Delivery Options

- License and in-house delivery
- CLS Trainers facilitate at clients’ sites
- CLS Public Workshops
- Tailored or customized
- Blended learning solutions

Prerequisites

- Situational Leadership® – The Core

Length/Timing

- Six to eight hours typical
- Easily enriched with content and application extensions
- Best offered within 1 day to 9 months after the initial Situational Leadership® training experience

Follow-up

- Situational Leadership® Applied
- Charting New Courses
- Leader as Catalyst
- Taking Charge!

Other Situational Programs

- Situational Selling®
- Situational Service®
- Situational Parenting®

For more information contact:

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