



GETTING RESULTS WITHOUT AUTHORITY™

Build the skills to succeed in today's multi-functional team environment

(A 2-day Myers-Briggs based course)

SYNOPSIS

As organizational hierarchies move towards larger spheres of influence and multi-skill tasking, managerial careers depend on their ability to get work done by people over whom often they have no formal authority. Building relationships, networking and influencing are becoming survival skills. It is critical that the manager is able to influence and be influenced positively so that in the atmosphere of mutual exchange s/he builds a positive balance. This course will help develop the skills you need to successfully leverage your ability to work with others and using your influence, sell your ideas and build an ever-increasing sphere of influence.

SCOPE

This course is for anyone who believes that influencing in an organizational setting is critical to his or her success.

METHODOLOGY

Diagnostic instruments to identify own strengths and development needs, exercises and practice sessions on influencing, negotiation, persuasion, and handling conflict will all help you take risks, test own capability and learn the art of influencing without authority.

TYPE OF INTERACTION

Giving and receiving feedback, group interaction, individual reflection and presentation sessions; all dovetail to create a structured learning experience that will enable you to come away from the course with concrete learning's that you can apply straight away.

SAMPLE MODULES

- Assessing your own influencing style
- Projecting yourself with self confidence
- Presentation style
- Building Credibility
- Creating a collaborative support system
- Roadblocks to influencing others