

## THE CHALLENGE

Knowing how to influence their boss, colleagues, and / or the management team is often cited as a key reason for success (or failure) of individuals.

One of the great challenges in organizations is knowing how to influence key people over whom there is no direct / hierarchical authority.

## AUDIENCE

Individual Contributor, Supervisors and First Line Managers.

## OBJECTIVES

To increase participants' awareness of their impact and extent of their current influence as well as increase their knowledge of techniques on how to increase such impact.

## FORMAT

- 1 pre-webinar (2 hours, 2-4 weeks prior to workshop) to contextualize the program and the "game", and "to get to know" the participants / facilitator.
- One 8-hour workshop (using the experiential learning model):



- 1 post-webinar (2 hours, 4-6 weeks after the workshop), for updates and support on "going-forward".
- The program "backbone" is a business game in which each team will be managing its own company. The individual and team reflections on how each participant is using his/her influence skills are the "fuel" for the learning process.