



INCREASING YOUR PERSONAL INFLUENCE

COURSE DESCRIPTION

As more and more organizations move from traditional hierarchical structures to cross-functional, matrixed structures, the importance of building personal influence in the workplace has increased – while the significance of traditional position power has steadily decreased. To that end, this highly interactive half-day session is designed either as a stand-alone course or as a complementary session to our *Leader as Storyteller* training. Using the fable of “The Sun & Wind” as its foundation – and self-analysis, case studies, and group exercises as its means – this session will help participants learn the necessary skills to successfully build and effectively apply their personal influence in the workplace.

COURSE OBJECTIVES

Upon completion of this program, participants will be able to:

- Understand the key differences between traditional position power and personal influence;
- Recognize the indicators of power and influence in their organizations;
- Build and apply the five components of Personal P.O.W.E.R.™ in their day-to-day interactions with others;
- Avoid losing personal influence through the actions of themselves and others; and
- Apply effective influence strategies, techniques, and tactics.

For more information – or to schedule a workshop – contact Marathon Leadership® today!



www.marathonleadership.com

(720) 480-3161

sales@marathonleadership.com