

Strategic Influence

Build commitment and achieve results across your organization



In today's matrixed, collaborative workspace, the art of strategically influencing others has become a vital skill for all. The workshop, Strategic Influence, provides you with the tools and strategies to achieve business results and commitment through a continuous influencing process.

Strategic Influence was originally a concept from military and geo-political strategy, referring to a nation's ability to affect the policy decisions of other nations and organizations through control of information. The term has been borrowed by the business community to describe the ability of an individual, department or company to influence the decisions of others. Strategic Influence is interpersonal power.

Strategic Influence in business is the ability to:

- Convince others in your department to implement your ideas
- Convince other departments in your company to adopt the suggestions of your department
- Influence other companies to take actions favourable to your company
- Build on relationships between people

Who Should Attend?

Individuals in leadership roles who want to increase their effectiveness

Executives and senior-level managers

Mid-level or new managers or supervisors

Program Outcomes

By completing the Strategic Influence workshop, you will learn how to:

- Determine what type of influencing presence you should have in your role
- Learn to reframe thought and challenge assumed constraints
- Develop your credibility through building trust and honing your professional expertise
- Develop techniques for influencing and problem solving
- Balance emotions and logic in decisions and agreement
- Strengthen and maintain professional relationships
- Develop an individual work plan

For more information please contact us:

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