

LEADING SELF

INFLUENCING SKILLS FOR LEADING WITHOUT AUTHORITY



- **Instructor-Led Training (Workshop)**
- **Virtual Instructor-Led Training (Web-based)**
- **Self-paced Course**

This course helps participants become confident leaders who are proactive and self-reliant in driving change that the organization needs to stay ahead of the competition. Through activities, videos, frameworks and other tools, participants learn how to read, understand and win over stakeholders towards their initiatives.

Modern organization needs

In this day and age of flatter organizations, leaders have to unlearn their dependence on authority that stems from their position. To enroll others towards a common purpose, leaders must be able to earn the buy-in of their stakeholders instead of demanding it.

Key Takeaways

- Understand the importance and complexity of leading without authority
- Employ influence as an effective way of leading without authority
- Leverage various tools and dynamics for influencing others
- Apply learning and analyze actions in a simulated environment

Who should attend?

- First Time Managers
- First Time Leaders

Course outline

- Need for leading without authority
- Bases of power and how to leverage them
- Principles of influencing and their challenges
- AIDA model and IDC framework to understand stakeholders and interact accordingly
- Simulation play and debrief session