



WOMAN OF INFLUENCE



REINVENTION
BUILDING BOLD AND BRAVE ORGANISATIONS

THE ART OF STRATEGIC
INFLUENCING TO GET AHEAD

At the heart of personal and career success is...

THE POWER TO MAKE THINGS HAPPEN

Are you struggling to get yourself heard? Do you feel like you get overlooked or that you just can't get the support you need for your career? Research shows that for women not knowing how to fully leverage themselves and influence successfully is a major source of career derailment, stress and job dissatisfaction. At the end of this program you will be more articulate and confident in your ability to influence others. You will understand where the real power is, how it flows and how to direct it. You will know how to build and maintain support for your goals with grace and wisdom. You will wonder how come no-one told you this before.

This program is intended for all brave aspiring, emerging and senior women leaders who want to develop their influencing skills to have greater impact and pave the way for career success and life balance.

Because having it all is in your reach...

PROGRAM DETAILS

Pre-workshop

- Completion of an influencing skills assessment
- Pre-reading of related articles and thought-leadership

Workshop

- In the classroom and experiential-based learning
- Manual provided

Post-workshop

- Option for continued one-on-one coaching to reinforce learning and skills development



LEARNING OUTCOMES

- Increase your awareness and understanding of influencing as a critical business skill for women who want to get ahead
- Understand what kind of influencer you are
- Understand the psychology of unconscious biases and how they impact our decision-making
- Understand the need for strategic influencing and the role it plays in how your ideas sell or in advancing your career
- Recognise key sources of organisational power and how they can be used to attain personal and organisational goals
- Identify powerful influence tactics and know how and when to use them positively and ethically to gain buy-in and support
- Learn how to turn challenging stakeholders into raving fans
- Assess your own political landscape and determine an effective strategy for responding
- Learn how to find that elusive career-life balance

