

Influence is power.

Leading Without Authority

Achieving more influence in the workplace is critical for success. Even if you cannot command compliance, you can get enthusiastic cooperation. Power and influence involve much more than just telling people what to do.

Leadership is not about power; it is about behaving in ways that influence the thoughts and actions of others. Developing your ability to influence others can help you gain commitment from people at all levels.

In this one-day workshop, you will learn to achieve results (without relying on authority) by engaging others, managing interactions, and shaping outcomes. You do not need a formal position of power to make a significant impact on key people. Regardless of your position, you have the ability to lead others.

After completing this class, you will be able to:

- Develop a strategy for achieving results in your daily work tasks and projects.
- Establish credibility with all stakeholders to increase influence as a leader.
- Use emotional intelligence (EQ) as a tool for managing relationships.
- Use Level 5 Leadership to build a professional network with colleagues to achieve results.
- Reference DISC to influence interaction.
- Develop a leadership presence in your role.

To learn more, visit or call:

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