



3 Hours .3 CEUs

## THE POWER OF POSITIVE INFLUENCE

Having the power to influence others is key to “getting stuff done” in organizations and teams. But not all power to influence comes from our position of authority. Learn to recognize and tap into your own sources of power and develop your ability to have positive, meaningful influence with others.

### THIS EXPERIENTIAL COURSE WILL HELP YOU:

- 1 BE SELF-AWARE OF YOUR OWN ABILITY TO INFLUENCE
- 2 LEARN ABOUT PERSONAL POWER BASES, BENEFITS AND RISKS
- 3 UNDERSTAND AND PRACTICE THE PROCESS OF INFLUENCE
- 4 DEVELOP TECHNIQUES TO INFLUENCE THOSE IN LEADERSHIP POSITIONS



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