

# Influence to Impact: Leveraging Interpersonal Power for Women Leaders

# Session Details

Faculty: Dr. Jeanne Porter King Date: Thursday, October 12, 2017

Location: Royal Scots Club 29-31 Abercromby Place, Edinburgh EH3 6QE Sign In: 8:30 AM

Phone: 0131 556 4270 Session: 9:00 AM - 4:00 PM

# **Session Description**

Influence is a crucial competency that enables leaders to succeed in the global marketplace. This program is a highly interactive, leadership development workshop for women. In this course women come to understand the three levels of power involved in influencing, they discover their I2I (Influence to Impact) influence profile, they are taught the power of language and the role gender plays in organizational influence, they are taught to use dialogue as an influence tool, and are taught the secrets of leveraging the hidden power of the organization.

# Biography

Dr. Porter King is the Founder and Principal of the TransPorter Consulting Group, LLC, and an inspirational teacher and speaker. Dr. Porter King received both Bachelor and Master of Science degrees in Industrial and Systems Engineering from The Ohio State University in Columbus, Ohio, the Master of Arts from McCormick Theological Seminary in Chicago and the Doctor of Philosophy in Organizational Communication (with an emphasis in Cultural Studies) from Ohio University in Athens, Ohio.

Her industrial and systems engineering studies led to her entrance into organizational consulting. Dr. Porter King has worked in a number of organizational development roles in Fortune 100 companies. Her areas of professional expertise include leadership development; diversity and inclusion consulting and training; process facilitation; and communication coaching and training. She developed an award winning program for women leaders entitled, Influence to Impact: Leveraging Interpersonal Power for Women Leaders, in which she helps women leaders unravel the complexities of gender that still affect womens advancement, effectiveness and engagement. Dr. Porter King is an author and has published monographs that explored the dynamics of leadership in the Gullah communities of the Sea Islands. She is also the author of "Leading Ladies" and "Leading Lessons", both published by Augsburg Press. In these books she challenges traditional notions of leadership that have prevented many women and men from making significant impact and offers fresh insight into leadership styles and models that truly transform lives.

# **Guide to Participant Selection**

Department	Admin	Distrub	Engr	Finc	H.R.	Legal	Mktng	<u>IT</u>	Or	Plng	Pchsg	R&D	Sales
Senior Executive (Pres. Exec & Sr VP)	3	3	3	3	3	3	3	3	3	3	3	3	3
Executive (VP & Gen'l Mgr)	1	2	2	2	1	1	1	3	3	3	3	3	1
Senior Managers (Div & Reg. Mgrs)	1	1	1	1	1	1	1	1	1	1	1	1	1
Middle Managers & Superintendents	1	1	1	1	1	1	1	1	1	1	1	1	1

# Time Allocation - Topics

#### 15% Defining Influence

### 30% Establishing Your Influence Base

- Understanding the Three Bases of Power
- Building Your Confidence
- Discovering Your Influence Profile

## 30% Finding Your Voice

- Unraveling the Language of Influence
- Asserting Yourself
- Becoming a More Powerful Speaker
- Using Dialogue as an Influence Strategy

## 15% Expanding Your Influence

- Unlocking the Hidden Power Structures
- Building Your Network of Influencers

## 10% Planning Your Next Step

- Staying Connected
- Planning Your Next Steps

# **Focus**

### **Primary - Leadership Development**

Adaptability, Communication, Interpersonal Relations

#### Secondary - Planning/Organizing

Problem Identification, Developing Specific Plans, Generate and Obtain Plan SUpport

### Tertiary - Executing/Controlling/Evaluating

Follow-Up

## Level

Introductory

Intermediate

Advanced

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