



Influence to Impact: Leveraging Interpersonal Power for Women Leaders

Session Details

Faculty: Dr. Jeanne Porter King Date: Tuesday, May 14, 2019

Location: Pacific Energy Center San Francisco Sign In: 8:30 AM
851 Howard St., San Francisco, CA 94103

Phone: 415-973-2277 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. Jeanne Porter King is the founder and president of Trans Porter Group in Chicago. Her latest book is titled Influence Starts with "I": A Woman's Guide to Unleashing the Power of Leading From Within and Effective Change Around You. Jeanne's mission is to move people and systems to higher levels of effectiveness. Jeanne is a seasoned organizational development consultant with more than 25 years of experience consulting, coaching and training in areas including leadership development, diversity and inclusion, and communication. Prior to launching her own consulting practice, Jeanne worked as Senior Consultant in the Diversity Practice of PricewaterhouseCoopers, as well as in a number of organizational development positions in Fortune 500 companies. Dr. Porter King received both Bachelor and Master of Science degrees in Industrial and Systems Engineering from the Ohio State University and the Doctor of Philosophy in Communication with emphasis on Cultural Studies from Ohio University.

Guide to Participant Selection

Department	Admin	Distrib	Engr	Finc	H.R.	Legal	Mktng	IT	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

FOR REGISTRATIONS PLEASE CONTACT: **Steven Berg**

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