IMS



INFLUENCE AND ACTION: THE CORE OF LEADERSHIP
with Dr. Robert Bies
$375 (US) per person

VIRTUAL SESSION (3-HOUR)

INFLUENCE AND ACTION: THE CORE OF LEADERSHIP

Successful managers realize that leadership skills, more than management skills, get results in large organizations. As organizations are downsized or re-engineered, routine management functions are being assumed by administrators while managers are expected to be leaders by developing and implementing new business ideas. The leadership challenge can be daunting, particularly for those with technical backgrounds who are thrust into leadership positions.As a leader, you will be expected to influence others, including your team, your superiors, and managers in different departments, as you build support for change and implement new programs. This seminar will examine the qualities and skills of leaders who get extraordinary things done under tight time and resource constraints. This seminar will discuss how to get people to embrace change, how to build trust and credibility, how to manage the politics of relationships, and how to inspire those around you to follow your lead.

DR. ROBERT BIES

Robert J. Bies (Ph.D., Stanford University) is Professor of Management and Founder of the Executive Master's in Leadership Program at the McDonough School of Business at Georgetown University. In addition, he is co-author of the book, Getting Even: The Truth About Workplace Revenge-And How to Stop It, which is published by Jossey-Bass.

TOPICS COVERED

LEADERSHIP IN THE AGE OF INSTABILITY: TAKING CONTROL OF CHANGE

- HOW LEADERSHIP DIFFERS FROM MANAGEMENT
- CONFRONTING THE STATUS QUO
- CREATING A SENSE OF URGENCY
- THINKING OUTSIDE OF THE BOX
- IMAGINING THE IMPOSSIBLE, AND THEN DOING IT

INSPIRING OTHERS: CHARISMA AND LEADERSHIP

- THE KEYS TO BECOMING MORE CHARISMATIC
- COMMUNICATING A VISION THAT INSPIRES
- MOTIVATING FOR MISSION SUCCESS

MANAGING THE POLITICS OF RELATIONSHIPS: CULTIVATING, NOT ALIENATING

- PLAYING THE POWER GAME
- ESTABLISHING CREDIBILITY
- GAINING AND LOSING TRUST
- WORKING WITH EMOTIONAL INTELLIGENCE
- TECHNIQUES FOR SUCCESSFUL PERSUASION AND INFLUENCE
- THE LEADER WHO MAKES A DIFFERENCE

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
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