



## Influence and Action: The Core of Leadership

### Session Details

Faculty:	Dr. Robert Bies	Date:	Thursday, November 05, 2020
Location:	3 West Club 3 West 51st Street, New York, NY 10019	Sign In:	8:30 AM
Phone:	212-582-5454	Session:	9:00 AM - 4:00 PM

### Session Description

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. We 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.

### Biography

Robert J. Bies (Ph.D., Stanford University) is Professor of Management and Founder of the Executive Masters 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.

Professor Bies has received the Best Teacher award at Northwestern University's Kellogg School of Management. At Georgetown, he has twice received the Joseph Le Moine Award for Undergraduate and Graduate Teaching Excellence at the McDonough School of Business; he received the Outstanding Professor of the International Executive MBA Program (IEMBA-2) at the McDonough School of Business; he received the Outstanding Professor of the Executive Masters in Leadership Program (2008) at the McDonough School of Business; he received the Academic Council Professor of the Year Student Choice Award (2011) at the McDonough School of Business; he was voted MBA Professor of the Year by MBA students at the McDonough School of Business, Spring 2011; and he was voted Outstanding Professor of the Global Executive MBA Program (2012) at the McDonough School of Business.

Professor Bies current research focuses on leadership, the delivery of bad news, organizational justice, and revenge and forgiveness in the workplace.

### Time Allocation - Topics

30% 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

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35% Inspiring Others: Charisma and Leadership

- The Keys to Becoming More Charismatic
- Communicating a Vision that Inspires
- Motivating for Mission Success

35% 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

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