



INFLUENCE AND ACTION: THE CORE OF LEADERSHIP  
with Dr. Robert Bies  
Thursday, December 10, 2020  
10 AM - 1 PM Central Time  
\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

## INFLUENCE AND ACTION: THE CORE OF LEADERSHIP

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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

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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 w...

## TOPICS COVERED

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### 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

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