



INFLUENCE TO IMPACT: LEVERAGING  
INTERPERSONAL POWER FOR WOMEN LEADERS  
with Dr. Jeanne Porter King  
\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

## INFLUENCE TO IMPACT: LEVERAGING INTERPERSONAL POWER FOR WOMEN LEADERS

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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. This seminar is the perfect opportunity to expand your leadership skills and set action plans for achieving your career and business goals.

### DR. JEANNE PORTER KING

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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.

# TOPICS COVERED

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## DEFINING INFLUENCE

### ESTABLISHING YOUR INFLUENCE BASE

UNDERSTANDING THE THREE BASES OF POWER  
BUILDING YOUR CONFIDENCE  
DISCOVERING YOUR INFLUENCE PROFILE

## FINDING YOUR VOICE

UNRAVELING THE LANGUAGE OF INFLUENCE  
ASSERTING YOURSELF  
BECOMING A MORE POWERFUL SPEAKER  
USING DIALOGUE AS AN INFLUENCE STRATEGY

## EXPANDING YOUR INFLUENCE

UNLOCKING THE HIDDEN POWER STRUCTURES  
BUILDING YOUR NETWORK OF INFLUENCERS

## PLANNING YOUR NEXT STEP

STAYING CONNECTED  
PLANNING YOUR NEXT STEPS

FOR REGISTRATION PLEASE CONTACT: **Spiro Serpanos** - IMS Regional Director - Washington-D.C.  
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