IMS



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

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

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

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: **Stacey Schroeder** - IMS Regional Director - Cleveland
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