



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 will provide participants with an understanding of the three levels of power involved in influencing. They will discover their I2I (Influence to Impact) Influence Profile and be shown the power of language and the role gender plays in organizational influence. They will also learn how to use dialogue as an influence tool and the secrets of leveraging the hidden power of the organization.

### 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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## 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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