# INFLUENTIAL LEADERSHIP

In increasingly complex organisations, people are often dependent on the support of others to achieve their own goals: The sales representative can only be successful if she has the support of order processing. The quality manager must achieve that quality is important for all employees in the company etc.

"Influential Leadership" allows others to follow me without me "forcing" them to do so because of a position of power. This model is not a completely new approach. Rather, it is about combining different elements from other leadership models to encourage others to act.
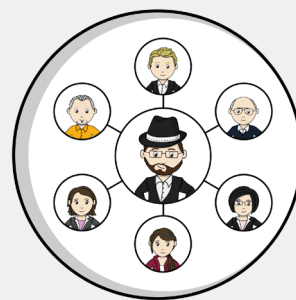
FACTS

LANGUAGE
German
English

COURSE TYPE
Presence Training
Online Training

REQUIREMENTS
None

AVAILABLE
Inhouse

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FACTSHEET ONLINE

TRAINING DESCRIPTION

How can I lead if I do not hold a corresponding hierarchical position? This question is the focus of this 2-day training.

On the one hand you will learn the methods and tools of Influential Leadership and on the other hand you will have the opportunity to reflect on your own behaviour and get feedback.

Practical scenarios will be used, which will be worked through and then reflected upon by the participants. This gives participants the opportunity to gain valuable experience in a protected training context and to receive feedback on their own leadership behaviour.

DO'S AND DONT'S
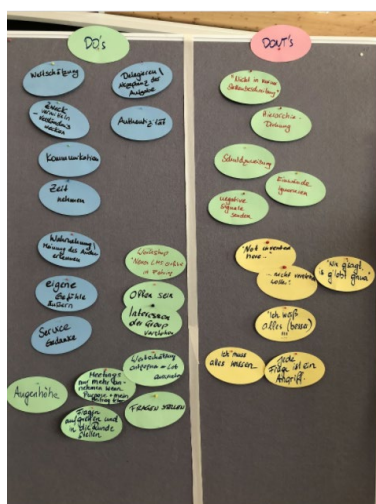
During the training you will have the opportunity to try out helpful behaviour in specific case situations. Together, the participants gather their experiences in order to learn from eachother.

CONTENTS AT A GLANCE

ACHIEVING GOALS THROUGH CONFIDENCE BUILDING

- Defining goals
- Setting confidence-building measures
- Building trust

NEEDS AND INTERESTS

- Recognising your own needs and the needs of others
- Working with interests
- Recognising the needs and interests of the other party and reconciling them with your own goals

QUESTIONING TECHNOLOGY

- Open and closed questions
- Systemic issues
- Effective use of questioning techniques to control the conversation

FEEDBACK AND COMMUNICATION

- Recognising and reflecting your own effect on others
- Differentiate differences in the effect of communication on the relationship and factual level

TEAMDYNAMICS

- Recognising and managing team dynamics

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TRAINING