



Priority Learning (207) 653-2552

*Inspiring Tomorrow's Performance...*

www.prioritylearningresearch.com

## Priority Learning presents the Influence Leaders Series

The *Influence Leaders Series* is intended for established leaders and focuses on the key skills and essential behaviors to be as influential as possible. Consisting of seven full-days over five months, this series features learning modules on how to motivate, encourage, and empower your staff.

### Sessions 1 & 2: Change Through Influence & Explore the Power of your People

- Experience the biology of change and assess scenarios to improve awareness.
- Design an environmental scanning process and use Force Field Analysis to enhance the change process.
- Build a change statement and design a strategy for change.
- Learn how to give your team permission to succeed and practice strategies of approach that resonate.
- Use your influence to create a dynamic workplace environment and promote empowered employees.
- Create internal and external networking strategies.

### Sessions 3 & 4: Decide on the Best People & Develop Direct Managers

- Determine organizational strengths and challenges within the Employee Life Cycle and design strategies for internal and external hiring.
- Make character selections based on need and build an interview guide, process, and matrix.
- Grow continuous vitality for all workers and integrate the elements into a work-life strategy.
- Examine what gets broken in emerging leaders and build critical conversation for growth.
- Learn to ask the right questions, omit lazy language, and create activity plans for development.
- Explore goal-setting and discuss the balance of business and personal life.

### Sessions 5 & 6: Influence Through Coaching & Build a Compelling Vision

- Redefine coaching for the influence manager and set the standards for coaching through storytelling.
- Examine choices in coaching that will help define coaching aptitude.
- Observe demonstrations of applied coaching and practice passive, active, and reflective listening.
- Explore The Leadership Challenge by Jim Kouzes and Barry Posner and be aware of the power of visions.
- Determine why to use vision, what vision is, and what role vision plays in the life of an influence leader.
- Examine ways to utilize a participative approach when creating a vision statement.
- Use public relations and structure to ensure the success of your vision and make it a workplace reality.

### Session 7: Approachability, Personality, & Participation

- Use the two most important employee motivators, appreciation and participation, for the best outcomes.
- Share your learning through a professional presentation.

**For more information, please contact us!**

**[Ralph@PriorityLearningResearch.com](mailto:Ralph@PriorityLearningResearch.com)**

**[Craig@PriorityLearningResearch.com](mailto:Craig@PriorityLearningResearch.com)**

**[Stacy@PriorityLearningResearch.com](mailto:Stacy@PriorityLearningResearch.com)**

