



Influencing Up - Classroom

Course ID #: 2780-100-ZZ-Z

Hours: 4

Course Content

Course Description:

Learn to overcome your difficulties with a boss who is uninterested in your concerns, or resistant to giving needed support. Or discover how to win the cooperation of senior managers who are hard to reach, and hard to sell on your ideas, products, or services. In their classic book, *Influence Without Authority*, Allan Cohen and David Bradford provided a universal model of how to influence someone you don't control. *Influencing Up* applies those ideas to problematic bosses and other powerful people, with sophisticated tactics for building partnerships with them.

If you're afraid of retaliation or just unclear as to how to change a senior person's behavior, don't stay paralyzed. *Influencing Up* gives you the tools to bridge the power gap.

- Offers practical advice about how to turn your relationship with your boss into a partnership in which both parties benefit
- Explains what powerful people care about
- Shows how to overcome power gaps by developing more partner-like relationships

Topics:

- The World Has Changed: To Be Successful You Need to Influence Up
- How Power Differentials Blind Smart People
- How Power Differentials Give Smart People Laryngitis
- Overview of the steps Required to Access and Influence Powerful People
- The Influence Model at Work: Moving a Tough Boss
- Partnership: The Critical Mind-Set- to Overcome Power Gaps
- Building a Partnership Relationship with Your Boss
- The Art-and Responsibility-of Helping Your Boss Succeed
- Recovering from Failed Talks with Your Boss
- Framing Your Change Strategy: Fitting Your Approach to the Players
- What Do the Powerful Care About?
- Action Steps for Gaining Access to Powerful People
- Clinching the Deal: "Exchanging" to Build Trust with the Powerful
- The Contours of Change: Dr. Pomahac and the Challenge of Influencing Multiple Senior Managers and Surgeons to Allow the First Facial Transplant in the United States
- Influence across Multiple Organizations.

Register for this class by visiting us at:

www.tcworkshop.com or calling us at 800-639-3535



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NASBA Information

Level: Intermediate

Attendance Requirement: To be awarded the full credit hours, you must sign in and attend the entire course.

Fields: Computer Software & Applications

CPEs: 4.5

Policies: Course Registration, Cancellation, Refund and Complaint Resolution

For more information regarding administrative policies such as complaint and refund, please contact our offices at 800-639-3535 or visit us at: www.tcworkshop.com

Official National Registry Statement:

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NOTE: Since our information is in multiple places on our web site or in PDF format that is sent to clients, we have provided our normal course content with the NASBA Information added along with links to our policy page on the web. We will add our name to the Official National Registry Statement after we are approved.