

Skills for Influential Leadership: An Overview

Dates	April 10-12, 2012 Begins Tuesday, 9am Ends Thursday, 5pm
Fee	\$2,200 GISC Members: \$2,150
CE hours	22
Faculty	Ann Carr, MS, PCC, and Michael Walsh, MBA

Also offered:

Dates	October 10-12, 2012 Begins Wednesday, 9am Ends Friday, 5pm
Faculty	David Kinsman and Tracy Saunders, MA

This workshop is an introduction to GISC's model of influential leadership and presents the interpersonal skills that build highly effective groups and organizations. The focus will be on developing self-awareness and personal impact, understanding the cycle of change and how to productively handle resistance to change, and practicing techniques of managing teams. Using a variety of feedback tools, including a pre-workshop assessment instrument, participants will experience a rare opportunity to understand their impact and build awareness of their competencies. Practical opportunities will be provided to explore how to increase influence and accomplish objectives. Through small group leadership exercises and case work, participants will practice how to support effective group behavior, effectively manage differences, and work with the dynamics of change and resistance.

The program will present research and theory of this leadership model but will emphasize practice, reflection, and feedback. Through a combination of presentations, individual and small group exercises, and discussion, participants will gain a new understanding of what characterizes effective leadership—both for themselves and for others. Pre-workshop personal assessment instrument will be included.



Benefits

Participants will:

- Learn how their own presence influences their impact on others.
- Develop the ability to recognize and support specific skills of influential leadership.
- Identify and understand the interactions of small groups with more clarity.
- Develop skills to better understand and cope with resistance and change processes.
- Learn to interact with strategic intent to accomplish objectives.

Participants

This program is suitable for leaders, supervisors, managers, and coaches who seek a new approach to their roles. It may also be of interest to those who want to support leadership development in others.

ICF has certified this program for 15.5 CC hours and 6 other hours.

"I took the Skills for Influential Leadership class in May, 2011. The program was a big help for me. I learned a lot about myself and several simple tools that improved my ability to work with and lead others on my team as well as my clients. I learned how to recognize and set aside some of my own assumptions about people and the challenges we were facing. This has allowed me to see new opportunities and solutions for moving my organization forward."

Daniel Clark
Program Director
AmericaSpeaks

Registration Form

Name: _____ Male: Female:

Company Name: _____ Position: _____

Preferred Mailing Address - Work / Home : _____

City/State/Province/Postal Code/Country: _____

Work Phone: _____ Home Phone: _____

Mobile Phone: _____ Email: _____

Current Profession (please check all that apply):

Coach Consultant/OD Leader/Executive Psychotherapist Nonprofit Other _____

Professional Affiliations/Associations:

ICF (Int'l Coach Federation) OD Network APA Other (please specify) _____

How did you hear about this program? _____

If by referral, from whom? _____

Please register me for:

Program Title	Date	Fee
_____	_____	_____
_____	_____	_____

I am a GISC Member: I would like to join GISC: \$125/year

Total: _____

Invoice my organization: _____

I have enclosed a check or money order payable to GISC (US funds only):

Charge my: Visa Mastercard American Express

Name as it appears on card: _____

Account Number: _____ Expiration Date: _____

Signature: _____

Cancellation Policy: Refunds are available up to 21 days prior to a program, less a \$35 administration fee. When cancellation is made with a notice of 20 days or less, tuition will not be refunded, but may be applied to a future program within 2 calendar years.

Mail or fax along with your payment to:
GISC, PO Box 515, South Wellfleet, MA 02663-0515, USA