

Skills for Influential Leadership: An Overview

Dates	April 20 - 22, 2009 Begins Monday, 9am Ends Wednesday, 1pm
Fee	\$1,550 GISC Members: \$1,500
CE hours	18
Faculty	John Wipfler, JD, MBA, Marianne Roy, MEd

Also offered:

Dates	October 15 - 17, 2009 Begins Thursday, 9am Ends Saturday, 1pm
Faculty	Nancy Hardaway, MEd, Michael Walsh, MBA

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, and managers who seek a new approach to their roles. It may also be of interest to those who want to support leadership development in others.

“I recently went through my notes from Skills for Influential Leadership and found that I have integrated a lot of things (which I became aware of during the course) into my life. Due to my improved awareness of multiple realities in my team, I believe I am a more integrative leader in my team now. I allow myself to slow down, step back before making choices. I have more awareness of the team process, I have noticed that I articulate differences more than in the past, which brings more clarity. I have told my boss about the change cycles and how leaders are often ahead and managers are just running behind and get frustrated. He was listening...and it helped the management team a lot, as he is sharing more future related information now.”

Adriana Feckova, MD
Business Development Manager
Torrex Chiesi Group and General Manager, Slovakia



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CE Information: See website **Cancellation Policy:** Refunds are available up to 21 days prior to a conference or workshop, less a \$35 administration fee. When cancellation is made with a notice of 20 days or less, tuition will not be refunded.

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