

Influencing for Success™



Influencing for Success™ gives participant the insights, tools, skills, and confidence they need to influence others more effectively.

Influencing for Success™ helps participants:

- Identify the key stakeholders they most need to influence
- Leverage short-term conflict to strengthen long-term relationships
- Recognize how their behaviors may be contributing to conflict with others.
- Engage in productive conflict and develop flexibility to adjust their style to best match each conflict situation
- Develop skills for engaging in difficult conversations with peers, direct reports, and senior colleagues.



Goal Success
Our Goal is Your Success.

INFLUENCING FOR SUCCESS™

Influencing for Success™ starts with participants gaining insight into their personal preferences, strengths and weaknesses related to influencing others. From this foundation, they develop greater flexibility in using a variety of influencing options. With this enhanced flexibility, they develop a detailed plan to more effectively influence others.

KEY FEATURES

- Influence Style Indicator®
- **Influencing for Success Relationship MAP™** to identify key stakeholders to influence
- Influencing skill practice opportunities, with peer and facilitator feedback
- **Influencing Conversation Planning™** tool to prepare for future influence conversations
- Peer feedback and coaching

TARGETED BENEFITS

- Detailed plans for influencing critical stakeholders
- Enhanced flexibility in choosing and leveraging the most effective influence style for a given situation
- Increased confidence and competence to influence without formal authority

EXPERT FACILITATION

- Highly skilled, regionally-based facilitators
- Facilitators with local business and cultural expertise
- Local language options

QUICK FACTS

- Average Class Size: 24
- Length: 1 and 2 day options available
- Facilitator to Participant Ratio: 1 to 6 available
- Customizable: Yes

In today's global, flatter, and more complex organizations, the ability to exercise influence — with or without formal authority — is an important skill. Whether you are a front-line manager or a senior executive, being strategic about whom and how you influence others is critical to success.





EFFECTIVE LEARNING ENVIRONMENT

The effectiveness of **Influencing for Success™** rests largely in the creation of a safe and supportive learning environment. During the session, our skilled facilitators work to create a climate of honesty, openness, and trust. This is of paramount importance to ensure that participants take risks, offer honest feedback, and accept the developmental suggestions they are offered.

GLOBALLY RELEVANT.GLOBALLY AVAILABLE.

Influencing for Success™ is available across the globe. The program has successfully been delivered in over 15 countries around the world. It is currently offered in English, Spanish, French, Portuguese, German, Cantonese, and Mandarin. Other languages are available upon request.

GOAL SUCCESS by Design™

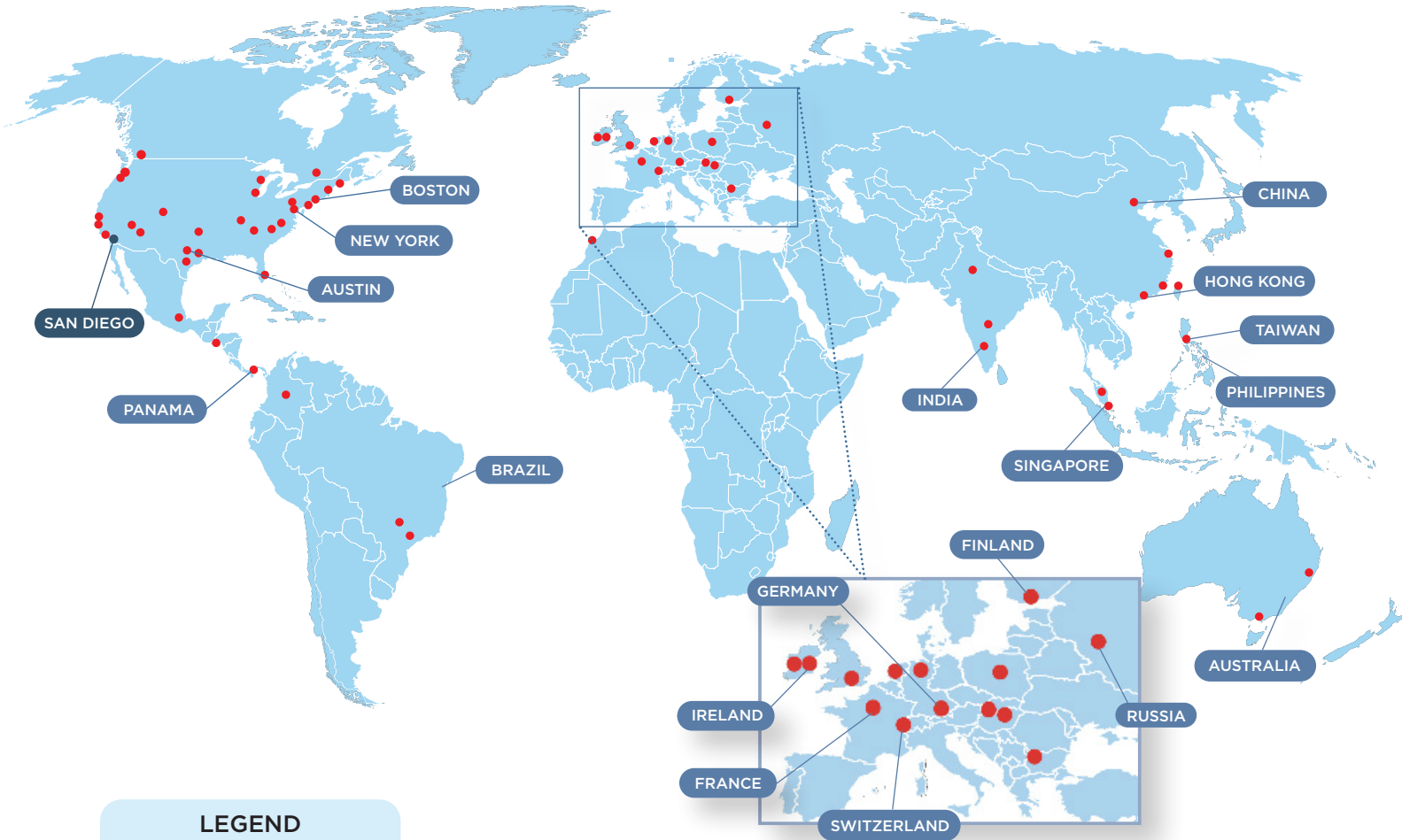
Influencing for Success™ can be customized for your organization. **Goal Success by Design™** is our process for developing customized client solutions to ensure ultimate relevance to your organization. Through deep insight into — and integration of — your organization's structure, culture, language, business challenges, industry, and operating environment, we guarantee that our custom solutions meet your targeted objectives.

With **Goal Success by Design™** we offer:

- Program design customization based on key organizational stakeholder input
- Development of customized participant materials including conflict practice scenarios specific to your organization
- Inclusion of organization-specific content, modules, and senior leader guest speakers
- Train-the-trainer solutions with ongoing support
- Content licensing opportunities



GOAL SUCCESS LOCATIONS



LEGEND

- Corporate Headquarters
- Global Delivery Teams / Program Delivery Locations

Goal Success, a premier global training and development organization, helps individuals, teams and organizations achieve their most critical goals.

With services ranging from world-class leadership development solutions to high impact training programs, curriculum design and executive coaching, Goal Success delivers lasting results.



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For more information about our products and services, please contact us at:

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