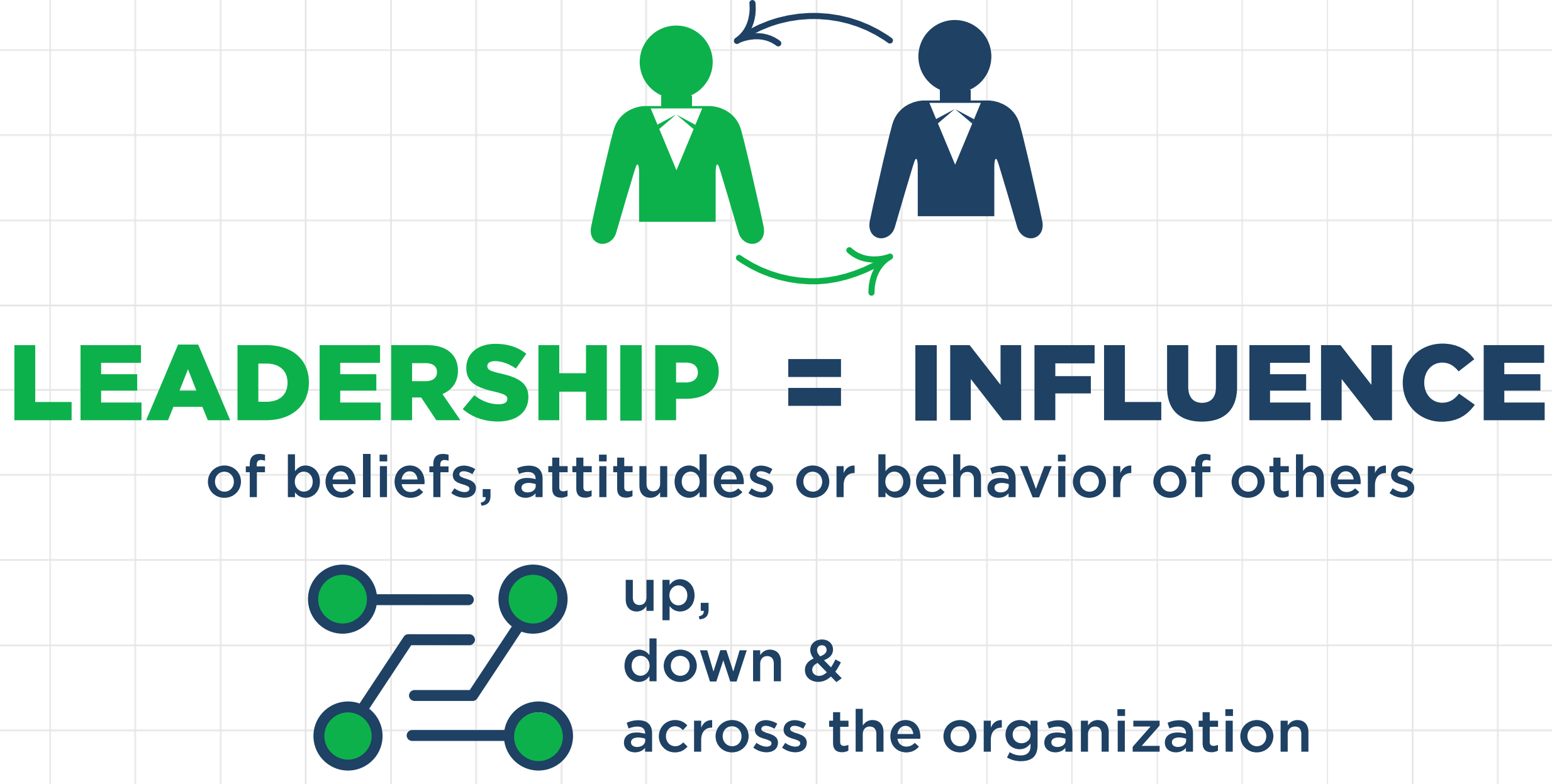


# BUILD A CULTURE OF **LEADERSHIP** WITH THE POWER TO **INFLUENCE**

**70%** of organizations are **EFFECTIVE** **AT LEADERSHIP DEVELOPMENT.** Here are their tips for **LAYING THE FOUNDATION** for a successful training program.

## UNDERSTAND HOW **INFLUENCE** DRIVES CHANGE.

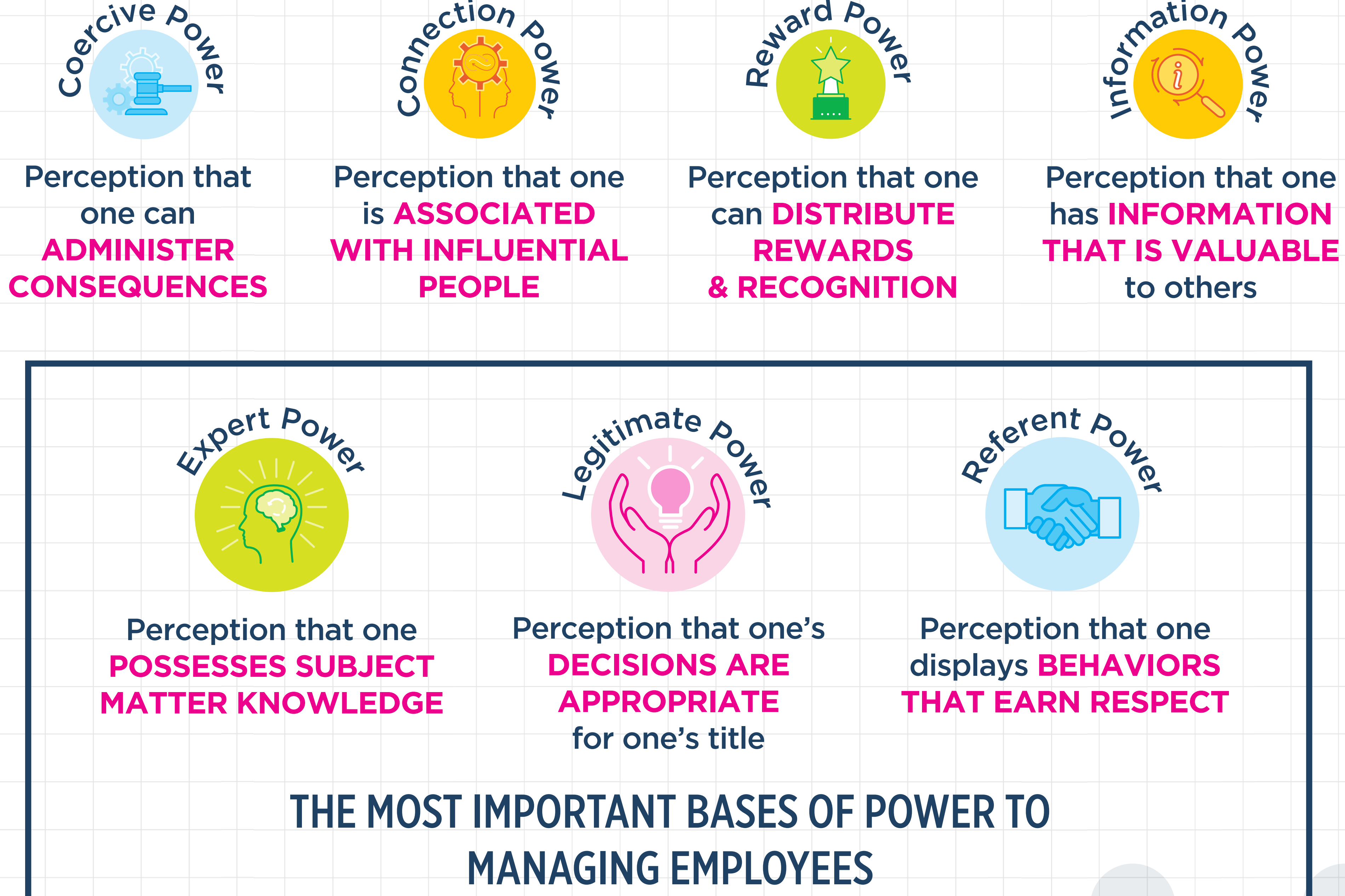


**51%**  
of organizations ineffective at leadership development **DO NOT** offer influence training

## DEVELOP A **STRATEGY** WITH INFLUENCE TRAINING.

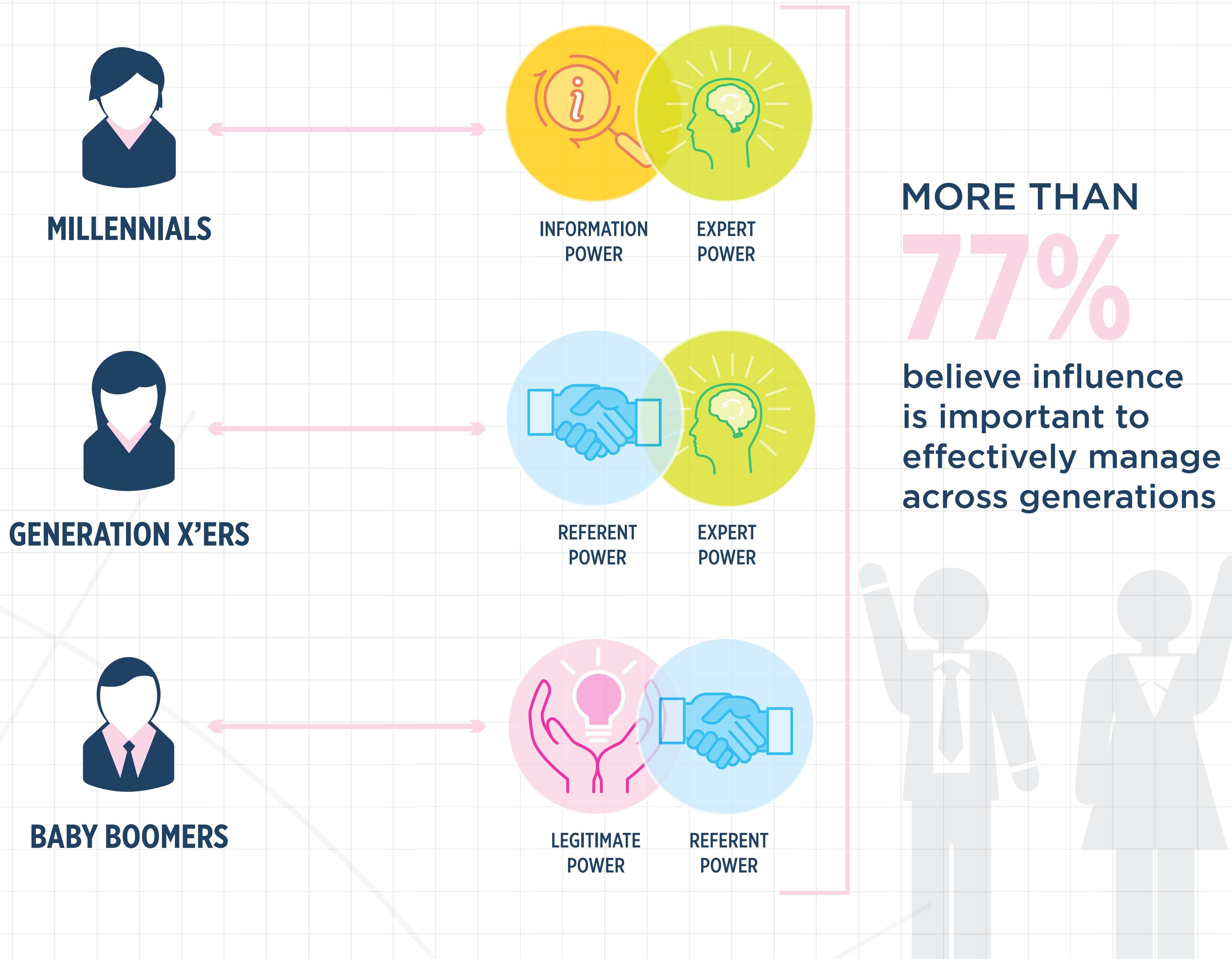
1. Provide leaders & managers with the **TOOLS TO INFLUENCE**
  2. Help them cultivate & exercise their **POWER TO INFLUENCE** & affect change
  3. Offer influence training **ON AN ON-GOING BASIS**
- 

## EMPLOY THE 7 BASES OF POWER TO INFLUENCE.



Skilled leaders employ all bases of power together

## APPLY POWER TO INFLUENCE **ACROSS THE ORGANIZATION.**



## PROVIDE INFLUENCE TRAINING IN **AT LEAST THESE FUNCTIONAL AREAS.**



## COVER **THESE LEADERSHIP DEVELOPMENT TOPICS.**



**ALL FOCUS ON INFLUENCING**  
THE BEHAVIOR OF OTHERS IN THE WORKPLACE

LEARN MORE ABOUT HOW **LEADERSHIP = INFLUENCE** AND EMPOWER YOUR TEAM WITH THE SKILLS TO SEIZE EVERY BUSINESS OPPORTUNITY.