



Leveraging Your Power To Influence

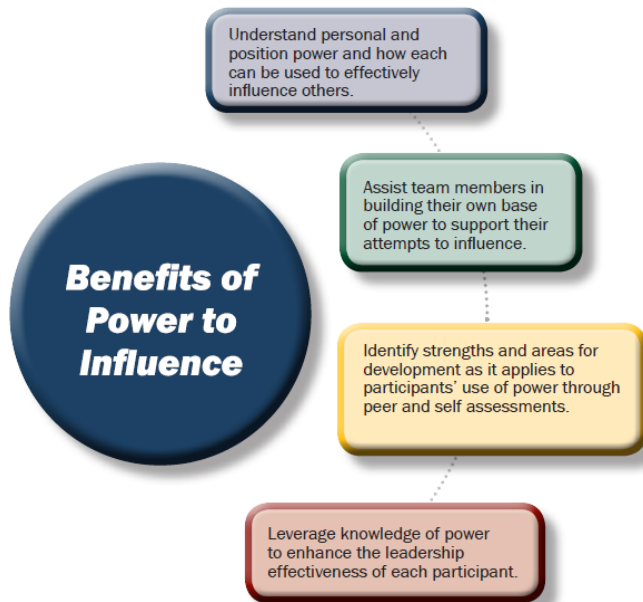
ONE-DAY WORKSHOP ~ APRIL 20, 2015 ~ HONG KONG



MASTER THE RULES OF ENGAGEMENT

Strong leadership is in high demand at every organizational level and power is the foundation that drives the success of those leaders. *Leveraging Your Power To Influence* explores the dynamics that exist in the seven distinct, but highly interdependent bases of power. Through this course, participants will learn how to build and leverage their influence potential up, down and across the organization.

Through a series of case studies, assessments, group discussions and skill-building activities, participants at all organizational levels will learn to recognize and enhance their personal and position power, and become more effective leaders as a result.



TARGET AUDIENCE

- Team leaders.
- Individual contributors placed in leadership positions (such as project managers).

PROGRAM OBJECTIVES

Upon completion of this program, participants should be able to:

- Describe personal and position power and the differences between them
- Identify indicators of personal and position power.
- Identify the seven power bases.
- Build and apply power bases to support their ability to influence others.
- Identify areas for self-improvement through analysis and feedback.
- Help team members build and apply power bases of their own.

PROGRAM AGENDA

- **Introduction And Indicators Of Power**
 - Indicators Of Power
- **Objectives And Agenda**
- **Bulls And Bears**
- **Definitions Of Key Terms**
 - Leadership
 - Power
 - Position Power
 - Personal Power
- **Case Study**
 - Indicators Of Power
- **The Seven Power Bases**
 - Coercive, Connection, Reward, Legitimate, Referent, Information, Expert
 - Video Cases
- **Three Responses To The Seven Power Bases**
 - Commitment, Compliance, Resistance
- **Building And Decreasing Power Bases**
- **Power And Leadership Styles**
- **Case Study**
 - Applying Power Bases
- **Power To Influence Self Inventory**
- **Power To Influence – Other Considerations**
- **Building Power Bases With Others**
 - The Power Planner
- **Addressing Situations When Power Is Eroding**
 - Case Study: Eroding Power
- **Conclusion And Sustainment**
 - Next Steps

PARTICIPANT MATERIALS

Each participant will receive:

- Participant Workbook
- Power To Influence Self Inventory
- Power To Influence Handout
- Certificate Of Accomplishment



CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD

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Leveraging Your Power To Influence

ADMINISTRATIVE DETAILS

Language : English
Date : April 20, 2015
Time : 9.00 am – 5.30 pm

Early Bird Fee:

Register and pay before March 23, 2015
 ▪ Single Registration: HK\$6,200/participant
 ▪ Group Discount: Register three or more participants at HK\$5,500/participant

Regular Fee:

▪ Single Registration: HK\$6,900/participant
 ▪ Group Discount: Register three or more participants at HK\$6,200/participant

Venue : Regal Hong Kong Hotel
 88 Yee Wo Street
 Causeway Bay, Hong Kong

Closing Date: April 2, 2015

Registration and Payment:

Registrations may be made by mail, fax, email or online. All cheques should be crossed and made payable to Center for Leadership Studies (Asia) Pte Ltd.

Refund of Fees:

Full refund of course fee will be given if written notice of withdrawal is received not less than three weeks before commencement of the workshop. If no such written notice is received, the invoice for the full course fee will remain payable.

Cancellation/Postponement:

Center for Leadership Studies (Asia) Pte Ltd reserves the right to cancel or postpone the workshop due to any unforeseen circumstances.

WORKSHOP LEADER



Tan Joo Seet offers training in leadership and interpersonal effectiveness – helping clients to leverage human performance and enhance overall

organizational performance. He brings with him over 30 years of business, management and consulting experience; and has worked in 26 countries in Asia-Pacific, Europe and North America.

During his 20 over years in training and consulting he has worked with more than 400 clients. He is a frequent speaker at professional and business conferences, and writes regularly. Over 30 of his articles have been published. He was featured in the television program *Money Matters*, and co-hosted the radio series *Working Matters*.

After completing his tertiary education in engineering, Joo Seet did the Master of Management, the Graduate Diploma in Personnel Management, and the Advanced Diploma in International Marketing. He is a Certified Business Planning Consultant and a Chartered Marketer.

Joo Seet is the Managing Director of Center for Leadership Studies (Asia) with offices in Singapore, Malaysia and Hong Kong. He is also the founder and Director of Human Edge Organization, and Performance Learning. He has also served as Managing Director (Asia) of Zenger-Miller from 1985 to 1996. Since 1987, he has been working with Dr Paul Hersey and the Center for Leadership Studies.

ABOUT THE CENTER



We have been providing training and consulting in leadership and interpersonal effectiveness since 1985 – helping clients to leverage human performance and enhance overall organizational performance. We have worked with more than 500 clients in 26 countries in Asia-Pacific, Europe and North America. From our offices in Singapore, Malaysia and Hong Kong we work with our clients and support global client implementation worldwide.

We build our future by helping our clients build and develop leaders who will consistently rank as the top performers in their industries. Leaders who can embrace and leverage the change that is a constant presence in today's and tomorrow's worlds. Leaders who attract and keep top talent and know how to grow the efficiency and effectiveness critical to dependable success. We deliver our value in partnership with our clients who come to see us as an important, strategic addition to their organizations.

Through our proven leadership building solutions, a leader is never taken by surprise and will always have in hand the way to the success. We build leaders that accommodate and thrive through all adversity. No matter where you are, in whatever country or culture, our process is completely adaptable and applicable to you and your organization.

YOU ARE IN GOOD COMPANY

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IN-COMPANY WORKSHOP

Contact us for more information

REGISTRATION

Mail:

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Enclosed is the cheque #

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