



# Leveraging Your Power To Influence

One-Day Workshop | Hong Kong | November 18, 2019

## Power: A Positive Driver of Influence

Today's workplace is changing. As organizations shift from a structured, top-down hierarchy to a more collaborative and team-centric dynamic, there is a growing demand for leaders at all levels. In this complex and evolving workplace culture, we are all leaders. And we all hold the power to motivate and inspire others to take action. Now, more than ever, we need leaders with the skills to successfully influence up, down and across the organization.

The best leaders recognize that leadership isn't just a function of their position within the organization; they know that leadership is a direct result of how effectively they influence others every single day. *Leveraging Your Power To Influence* demonstrates the interconnected nature of leadership and power and is designed for participants at any organizational level. It directly supports the use of the Situational Leadership® Model by providing tangible rationale for how power bases impact the effective or ineffective use of leadership styles. Participants will engage in immersive, video-driven case study activities and targeted skill building to learn how to build and leverage their power bases to become more successful leaders.

## Objectives

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

- Describe and identify the indicators of Legitimate, Referent and Expert power.
- Build and apply power bases to support their ability to effectively influence others.
- Help team members build and apply their own power bases.
- Identify areas for development through an analysis of the *Power Perception Profile Self* assessment results.

## Target Audience

- All leaders
- Individual contributors

## Participant Materials

Each participant will receive:

- Participant Workbook
- Power Job Aid
- Strategies Job Aid
- Power Planner
- Power Perception Profile
- Power Perception Profile Scoring
- Certificate Of Accomplishment



## Outline

- Introduction
  - Activity: Indicators Of Power
  - Objectives And Agenda
- Introduction To Power
  - Key Definitions
  - Power In Action
  - History Of Power
  - The Key Three
  - Power + Leadership
- Enhancing Influence Potential
  - Activity: Building Power Bases
  - Building The Key Three
- Case Study
  - Morgan | Powers Influence Analysis
  - The Team Meeting
  - The Interviews
  - Consultative Briefing
- Building A Coaching Culture
  - Leveraging Your Power
  - It's All Good
  - How Power Bases Drive Leadership
  - Power And Leadership Styles
- Power Perception Profile
  - Power Perception Profile Self Assessment
  - The Power Planner
  - Activity: Peer Consultations
- Sustainment And Conclusion
  - Feedforward



GTP TALENT CONSULTANCY LIMITED  
8/F, Cheung Hing Industrial Building  
12P Smithfield  
Kennedy Town, Hong Kong



CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD  
1104, 11/F, Crawford House  
70 Queen's Road Central  
Central, Hong Kong



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### Administrative Details

- Date: November 18, 2019
- Time: 9.00 am – 5.30 pm
- Early Bird Fee: HK\$5,550/participant  
Register and pay before October 21, 2019
- Regular Fee: HK\$6,200/participant
- Venue: Regal Hong Kong Hotel  
88 Yee Wo Street  
Causeway Bay, Hong Kong
- Closing Date: November 4, 2019
- Registration and Payment:  
Registration may be made by mail, email or online. Payment must be received to confirm the registration. Check should be crossed and made payable to GTP Talent Consultancy Limited.
- 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. A replacement participant is allowed.
- Cancellation/Postponement:  
GTP Talent Consultancy Limited reserves the right to cancel or postpone the workshop due to any unforeseen circumstances.

### In-Company Workshop

[Contact us for more information](#)



**CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD**

### Leadership.Relationship.Performance

We provide training, coaching and consulting in social intelligence and leadership development. Since 1985 we have been 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 and Hong Kong we work with our clients and support global client implementations worldwide.

Through our proven leadership building and social intelligence 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.

### Workshop Leader



TAN JOO SEET offers training, coaching and consulting in social intelligence and leadership development – helping clients to leverage human performance and enhance overall organizational

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

During his 30 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 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.

In addition to his training, coaching and consulting experience, he has held regional management positions in human resources, sales and marketing, business development and general management in telecommunication, aviation, manufacturing, medical systems and IT. He has worked with the government, government-linked companies and multinational organizations.

He participated in the United Nations Development Program/International Telecommunication Union projects on the setting up of the telecommunication training center, and instructional technology and course development. He also developed and coordinated regional training for the United Nations Development Program/International Civil Aviation Organization.

### Registration

- Online:  
[www.cls-asia.net/lypi-2019-11-18-hk.html](http://www.cls-asia.net/lypi-2019-11-18-hk.html)
- Email:  
[polly@cls-asia.com](mailto:polly@cls-asia.com)
- Mail:  
GTP TALENT CONSULTANCY LIMITED  
8/F, Cheung Hing Industrial Building  
12P Smithfield  
Kennedy Town, Hong Kong
- Enquires:  
Polly Chan (852) 9200-5576

### Participant

- Mr/Mrs/Ms/Mdm/Dr
- Name
- Job Title
- Mobile
- Email
- Company
- Address
- Tel
- Fax
- Enclosed is the check #
- for HK\$ \_\_\_\_\_ made payable to \_\_\_\_\_
- GTP Talent Consultancy Limited

### Contact Person If Different From Participant

- Mr/Mrs/Ms/Mdm/Dr
- Name
- Job Title
- Mobile
- Email