

2018 BLOCH EXECUTIVE SERIES

Influence, Persuasion, and Impact

Wednesday, November 7 | 9AM – 4PM

What You Will Learn

Your professional success hinges upon your ability to influence people and get things done. In this workshop, you will develop a framework to develop the essential skills of influence and persuasion. You will identify your own preferred influence style, and learn how best to leverage it when your responsibilities exceed your authority. You will also learn how to adapt your style depending on the person and situation that you are trying to impact, as well as what to do when your idea is rejected.

The workshop incorporates a case study in which the group examines polar explorer Ernest Shackleton's use of influence and persuasion during one of the greatest group survival stories ever recorded. All parts of the session are interactive and include multiple discussion points and activities. The session concludes with action planning that enables immediate application of the principles of influence to your current job challenges.

Key Topics

- 5 principles of influence
- Differences between influence and persuasion, and when to use each
- Analysis of personal style of influence and how to best leverage
- Practical application exercise

Who Should Attend

This session is designed for individuals across experience levels and roles looking to develop their ability to influence and persuade others.

About the Instructor



Jane Hermstedt is Director of Leadership Development at AMC. Over the past two decades, she has provided a variety of soft skills training for fast-tracked Dubai managers, Indian software engineers, South Korean flight crews, and American tax professionals - among many others. She has lived around the world, and her approach to professional development is inspired by the rich variety of effective leadership and communication that she has experienced. Jane has a B.A. in History, an M.A. in International Relations, and a Master's Certificate in Executive and Professional Coaching. She belongs to the American Society for Training and Development and the International Coach Federation.

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