

Influencing in a Cross-Functional Organization

Program Duration: 1 day



Influence isn't just about getting your way, at its best is it about honoring the core mission of *working together* toward a shared purpose, common values and principles.

A cross functional organization is one where multiple reporting lines exist. This may involve direct line or indirect reporting to one or more individuals.

At their best, cross functional structures can be creative and high performing. At their worst, they can be a confusing labyrinth of changing players who lack accountability. The skills and behaviors needed to make management a success require a new emphasis on exceptional people skills and methods for influence.

This one-day program will address:

- Self-awareness and preparation
- Establishing clear goals upfront
- A cohesive narrative for persuasion
- Anticipating or dealing with pushback
- Systematic follow through to ensure positive outcomes

Participants will walk away with these skills:

- Identifying personal influencing style, testing out new tactics, and mapping out a territory and relationship blueprint
- Defining clear outcomes and identifying objectives, obstacles, strategy, and tactics
- Learning the art of emotional storytelling, elevator pitches, the hook, and how to avoid the curse of knowledge
- Demonstrating how to test for alignment through listening and responding to concerns and neutralize defensive and positional responses
- Utilizing approaches for regular check-in to maintain commitment and anticipate obstacles

Audience

Employees at all levels who need to effectively influence others in order to achieve personal, team, and organizational goals.

Cost

\$650.00 General Registration

\$585.00 Xavier Alumni, Military/Govt./Non-profit

0.6 CEUs will be issued for this program