

SEMINARSWORLD COURSE AGENDA

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Secrets to Becoming an Influencer

Instructor(s): Josef Martens

Length: 1 day

Pre-work: None

CEUs: 0.7 / See below for PDU breakdown

Level: Intermediate

Primary Topic: Leading Project Teams

Subtopics: Influencing, Leadership Development

Course Description:

It's that dreaded time for a major status update with a key customer. Deadlines are slipping, the quality of the work is not where you'd like it to be, several project team members are disengaged, your senior leadership is leaning on you because the customer asked some tough questions, and—last but not least—your teenager at home is causing major headaches.

If you view your role merely as a service provider, consultant or supplier, all of this would be an uphill battle, a huge challenge and a major risk for everyone involved. But you're not. You have established yourself as a trusted adviser. People trust you as you manage your in-person and virtual team. They know you have the finesse to handle the biggest challenges with grace and mastery. They know you are a safe haven when the waves are high. It's not the technical issues, it's the human side that sets you apart. And mastering the human side doesn't just happen; it requires the same attention you have given your industry knowledge, your technical expertise and your PMP certification.

In role-playing sessions, scenario discussions, quizzes and interactive games, you will practice key skills and start your journey toward trust mastery. You will apply yourself to real-world situations and cases and, in the process, transform your leadership and open new opportunities with customers, senior leaders and your teams. This seminar combines advanced leadership skills with a practical how-to-guide to become a trusted adviser.

Learning Objectives:

Upon completion of this course, participants will be able to:

- Describe the cognitive, emotional, and social skills required to be an effective, trusted project manager
- Recognize the factors that accelerate trust and identify specific ways to improve your personal trustworthiness
- Effectively engage with key stakeholders to reveal root cause issues and needs
- Apply the dynamics of influence to achieve real results with your project team and others
- Understand how to consistently elevate your role from service provider to partner to trusted adviser.

AGENDA

This seminar is designed to help you answer questions like these:

Day 1

- Introduction and Objectives
- Influencing Tasks
 - Solving complex problems
 - The state change of 100% accountability
 - The illusion of failure
- Influencing Others
 - Emotional intelligence
 - Influencing with real connection, trust and vision
 - Listening means being willing to be changed
 - Coaching = asking the questions that change mindsets, thoughts and action
 - Unlocking team engagement
- Influencing Through Others
 - Evangelizing: the best alternative to micromanaging
 - Nurturing – playing the long game
 - Focus on transformation and culture

Professional Development Units (PDUS) are one-hour blocks of time spent learning, teaching others, or volunteering. By attending this SeminarsWorld course, you will be able to achieve the following PDUs as learning hours to apply for PMI certification or to maintain your certification status with PMI. [View](#) how your PDUs align with the PMI Talent Triangle®.

	Technical	Leadership	Strategic	Total
CAPM / PMP / PgMP	0	7	0	7.00
PMI-ACP	0	7	0	7.00
PMI-SP	0	7	0	7.00
PMI-RMP	0	7	0	7.00
PfMP	0	7	0	7.00
PMI-PBA	0	7	0	7.00

