



INFLUENCE TO IMPACT: LEVERAGING
INTERPERSONAL POWER FOR WOMEN LEADERS
with Dr. Jeanne Porter King
\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

INFLUENCE TO IMPACT: LEVERAGING INTERPERSONAL POWER FOR WOMEN LEADERS

Influence is a crucial competency that enables leaders to succeed and drive results in the dynamic and competitive global marketplace. The ability to effectively influence others is not just a skill but a strategic advantage that can shape outcomes, foster collaboration, and inspire teams.

This program will provide participants with a deep understanding of the three levels of power involved in influencing—personal, positional, and relational—and how to apply them in real-world scenarios. Participants will uncover their I2I (Influence to Impact) Influence Profile, a tool designed to enhance self-awareness and refine their unique influence style. They will gain insights into the power of language, exploring how words can shape perceptions and actions, and delve into the critical role gender plays in organizational influence, addressing common biases and leveraging diversity for greater impact.

Additionally, participants will learn the art of using dialogue as a powerful influence tool to foster meaningful connections, resolve conflicts, and drive alignment. They will also uncover the secrets of leveraging the hidden power of the organization, identifying informal networks and untapped resources to amplify their influence and achieve strategic goals. This program equips leaders with the tools and strategies they need to make a lasting impact in their organizations and beyond.

DR. JEANNE PORTER KING

Dr. Jeanne Porter King is the founder and president of Trans Porter Group in Chicago. Her latest book is titled Influence Starts with "I": A Woman's Guide to Unleashing the Power of Leading From Within and Effective Change Around You. Jeanne's mission is to move people and systems to higher levels of effectiveness. Jeanne is a seasoned organizational development consultant with more than 25 years of experience consulting, coaching and training in areas including leadership development, diversity and inclusion, and communication. Prior to launching her own consulting practice, Jeanne worked as Senior Consultant in the Diversity Practice of PricewaterhouseCoopers, as well as in a number of organizational development positions in Fortune 500 companies. Dr. Porter King received both Bachelor and Master of Science degrees in Industrial and Systems Engineering from the Ohio State University and the Doctor of Philosophy in Communication with emphasis on Cultural Studies from Ohio University.

TOPICS COVERED

BUILDING YOUR INFLUENCE BASE

UNDERSTANDING THE THREE PILLARS OF POWER
STRENGTHENING CONFIDENCE FOR GREATER IMPACT
IDENTIFYING AND LEVERAGING YOUR UNIQUE INFLUENCE STYLE

DEVELOPING YOUR VOICE AND PRESENCE

MASTERING THE LANGUAGE OF INFLUENCE
ASSERTING YOURSELF WITH CLARITY AND CONFIDENCE
ENHANCING YOUR SPEAKING SKILLS FOR GREATER PERSUASION
USING STRATEGIC DIALOGUE TO SHAPE OUTCOMES

EXPANDING YOUR REACH AND IMPACT

NAVIGATING HIDDEN POWER DYNAMICS
CULTIVATING A STRONG NETWORK OF KEY INFLUENCERS

SUSTAINING AND GROWING YOUR INFLUENCE

MAINTAINING MEANINGFUL CONNECTIONS
MAPPING OUT YOUR NEXT STEPS FOR CONTINUED SUCCESS

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