Influence: The Business of Getting Things Done
CCL Lead-it-Yourself Workshop Kit

Challenge
How can our leaders strengthen their influence skills to gain commitment for key initiatives that drive performance, create process improvements, and increase revenue?

Solution
CCL’s Influence: The Business of Getting Things Done workshop kit focuses on developing the key components of influence:

• Self-Assessment: Start with Looking at Yourself
• Deliberately Build a Foundation with Others
• Influence Others by Involving Them
• Influence Others by Connecting with Them at an Emotional Level
• Build and Sustain Momentum

Who would use this workshop kit?

• Internal HR and Training & Development Professionals who aim to strengthen influence skills across their organization
• Business Unit Leaders, Team Leaders, or Project Leaders tasked with improving performance by strengthening their ability to use influence to achieve team goals

What are the benefits for those participating?

• Understand why influence is important
• Articulate personal influence strengths and developmental gaps
• Recognize the components of effective influence
• Be aware of different sources of need and motivation
• Apply influence concepts to real-life situations

CCL Workshop Kits
At a Glance
CCL’s Lead-it-Yourself Workshop Kits let your HR professionals or experienced team leaders scale up leadership development in simple, pre-packaged modules, all now located in one convenient place—yours!

Key Benefits:

• Built on proven CCL research and experience
• Effective, dynamic half-day workshops
• Everything you need is included
• Simple to implement
• Flexible – Choose one or multiple relevant topics
• Trainer support and service available
• No certification required
What's Included?

Facilitator Kit Includes:
- Facilitator Guide:
  - Guidelines for teaching Influence
  - Talking points for each slide
  - Helpful tips for participant engagement
  - Breakdown of timeframes required for delivery
- Handouts and Facilitation Tools
- Flash drive that includes:
  - PowerPoint slides
  - Two support videos:
    1. How to use CCL’s workshop kits
    2. Overview of the course and the Influence content
- Internal Marketing Support
  - Editable email message to invite employees to participate in the workshop
  - Editable flyer for organizations to inform participants about the workshop
- One Complete Participant Kit

Participant Packages include:
- Participant Workbook complete with content and guided practice exercises
- CCL’s Guidebook Influence: Gaining Commitment, Getting Results

Get Started Today!

No certification.
Scalable options.
Affordable development.

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<td>Includes 1 Facilitator Kit, CCL Content License, and 25 Participant Kits</td>
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To order, or to learn more: email info@ccl.org or call +1 336 545 2810.

*Note: Quantity discounts apply to each purchase and are not cumulative.