PROGRAM OVERVIEW

Leadership and Influence: *A Learning Journey*

B. Kim Barnes

THE INFLUENCE GURU

A blended program that runs before, during, and after two days in the room, built around a real leadership project rather than a workshop exercise.

This program treats leadership development as a journey rather than an event. Participants begin before the first session with a video overview, a virtual classroom introduction, influence behavior surveys, and readings. They finish weeks later, having applied the skills to a real leadership project with the support of an action learning team.

The journey

STAGE				
Pre-session	Invitation and video overview	Virtual classroom: introduction to the program	Influence behavior surveys	Readings
Day one	Overview	Leadership characteristics; personal leadership focus, values, vision	Exercising Influence definitions and model	Survey review and skill practice
Day two	Influence strategy	Influence application: objectives, framework, planning, rehearsing	Becoming an inspirational leader: next steps	Action learning leadership project and team formation
Post-session	Action learning team sessions	Leadership project	Follow-up webinar	Daily application of skills and tools

What participants work on

- Leadership characteristics, and their own leadership focus, values, and vision.
- The *Exercising Influence* definitions and behavior model.
- Their own influence behavior survey results, reviewed and practiced against.
- Influence strategy: objectives, framework, planning, and rehearsing.
- An action learning leadership project carried out with a team after the sessions end.
- What it takes to become an inspirational leader, and the next steps to get there.

The skills are practiced in the room. The project is where they either take hold or do not.

B. Kim Barnes

Founder of **The Influence Guru**, Kim Barnes is a coach, facilitator, and author with more than forty years of experience in leadership, influence, and organization development. She was a founder and, for many years, CEO of Barnes & Conti Associates, and developed or co-developed programs including *Exercising Influence*, *Inspirational Leadership*, *Intelligent Risk-Taking*, *Consulting on the Inside*, and *Managing Innovation*. She is the author of six books, including *Exercising Influence* (Wiley) and *Building Better Ideas* (Berrett-Koehler). She works with enterprise companies, government agencies, small businesses, and individuals from the San Francisco Bay Area.

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