

FY25



Crucial Influence

Live online in Zoom

A class offered over three 3-hour sessions:

- September 25, 26, 27: 8:45 a.m.-noon
- November 18, 18, 19, 20: 1:30-4:45 p.m.
- March 17, 1:30-4:45 p.m.; March 18, 9 a.m.-noon and 1:30-4:45 p.m.

Crucial Influence teaches leadership skills essential for leaders at every level—from leading from where you are to new managers to administrators. Leadership is intentional influence. When facing persistent, resistant challenges, leaders often surrender to poor results or invest in change efforts that waste time and resources. And yet it's possible to influence behavior with surprisingly predictable success. Five decades of social science research shows human behavior is grounded in six sources of influence. Effective leaders know how to leverage and apply these sources of influence to solve everyday leadership challenges. The course reveals the personal, social, and structural sources that shape behavior and teaches a method for using these sources to influence people and results. Come and learn what they are and how you can use them to be a more effective leader.

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

- Identify the six-source model of influence.
- Clarify the vital behaviors that directly drive results.
- Diagnose why the current behavior exists to prescribe the most effective and comprehensive solution.
- Engage multiple sources of influence to overwhelm persistent and resistant behaviors.

Register in MC Learns in Workday.

