

Influencing Global Teams

Improve your leaders' effectiveness working with stake holders around the globe.



DURATION

5 weeks



TIME COMMITMENT

About an hour per day



CERTIFICATION

Michigan Ross Certificate of Completion



TARGET AUDIENCE

All levels of leadership



Enroll Your Team

www.corpu.com/programs



About this Program

This program lays the foundation for leaders who want to develop themselves into successful global leaders. Learners will discover that with every business challenge comes an opportunity to influence an outcome and to understand how to advocate and protect team members from distracting influences. Improve the effectiveness of leaders when working with customers, vendors, peers, employees, and managers around the globe.

Outcomes:

- ✓ Become a more effective leader of global and virtual teams.
- ✓ Acquire concrete skills to maximize influence with superiors and peers, as well as customers and external partners.
- ✓ Exert influence and persuasion in situations when formal authority is lacking.

Participants Will:

- ✓ Recognize how people respond to symbols, signs of authority, informal power, and non-verbal influencing behaviors.
- ✓ Learn how to protect team members from the unwanted influence of others.
- ✓ Create a culture of high performance through commitment and alignment, virtually.

Program Structure

INFLUENCING GLOBAL TEAMS

WEEK ONE

The Foundations of Influence and Persuasion

- Learn how people respond to symbols & signs of authority
- Understand ways that group pressure distorts judgement
- Using social proof as an influence tactic

WEEK TWO

Practicing Influence and Delivery

- Avoid framing bias through simulated practice
- Explore argument and delivery tactics
- Use availability and scarcity heuristics in arguments

WEEK THREE

Leveraging Your Influence

- Discuss two key relational influence tactics –liking and reciprocity
- Interview a leader to capture influence techniques
- Simulate procedural influence techniques

WEEK FOUR

Mastering and Applying Your Influence Toolkit

- Create memorable messages
- Learning to use informal power
- Practice non-verbal influence

WEEK FIVE

Leading Virtual Teams

- Develop techniques for building a great culture within a global team
- Discover how storytelling shapes team culture
- Explore leadership types that work effectively with global teams

About the Experts

INFLUENCING GLOBAL TEAMS



Mario Moussa

- President of Moussa Consulting
- Adjunct Instructor, NYU and Educator, Due Corporate Education
- Co-author, *The Art of Woo: Using Strategic Persuasion to Sell your Ideas*, and *Committed Teams: Three Steps to Inspiring Passion and Performance*



Maxim Sytch

- Associate Professor in the Department of Management and Organizations, Stephen M. Ross School of Business, University of Michigan
- Selected as one the 40 Best Business Professors under 40 in the World by "Poets & Quants" and "CNN Money"



Michael Valentine

- Partner, TruEdge Consulting
- Clinical Assistant Professor, NYU
- Expert in Developing and Implementing Strategy and Leadership Talent



I know other managers who have mentioned they struggle with managing teams virtually. This course offers a great combination of self-reflection and new ideas.

Past participant | Fortune 1000 Networking and Communications Industry

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