

POWER, INFLUENCE, AND PERSUASION: ACHIEVING YOUR OBJECTIVES IN ORGANIZATIONS

Leadership training based on frameworks taught at Harvard Kennedy School and Harvard Business School

Date: 23 & 24 September 2019

Venue: Menara Star, Petaling Jaya

CONTENT OVERVIEW

This leadership program is designed to help senior-level working professionals develop their capacity to influence others, navigate organizational politics, and transform their environment – for the purpose of getting things done in their organizations. Using frameworks, tactical approaches, and simulation exercises taught at Harvard Business School and Harvard Kennedy School – participants will gain an understanding of power and influence dynamics, using them as effective tools for analyzing their surroundings and achieving their goals. By the end of this program, participants will internalize a framework for understanding power and influence, practice diagnostic skills that will help them map out their political landscape and its power bases, and develop strategies and communication techniques for building and exercising power and influence ethically and responsibly.

OBJECTIVES

The program covers the nature of power and influence in personal relationships and in organizations. The first day focuses on learning how to build and leverage your personal, positional, and relational sources of power through influence tactics vis-à-vis individual needs and situational contexts. Participants will practice principles of persuasion through a communication exercise, garnering feedback on their communication skills.

The second day will address how power and influence shows itself in organizations. Effective working professionals must be able to read and diagnose the political landscape in organizations. Participants will engage in an exercise that enables them to map out the power and influence dynamics in their own organizations. They will consider strategies on how to effectively and ethically build credibility while building their power base over time. Finally, participants will engage in a simulation that helps them practice their new skills in the challenge of change leadership within an organization.

KEY OUTCOMES

Through the program, participants will:

- Internalize a framework for understanding power, influence, and principles of persuasion
- Gain an understanding of their own personal, positional, and relational sources of power and develop strategies to expand their own power bases
- Build a toolkit of influence tactics, credibility building measures, and persuasion techniques while understanding how they might be used in various situations
- Develop their own strategy for building and exercising power, leadership, and influence ethically and responsibly in their organization or community



INVESTMENT

Early Rate: RM2,400 per pax*
Group Rate: RM2,400 per pax*
Normal Rate: RM2,600 per pax*

**Early registration ends on 23 August 2019*
**Group rate is applicable for registration of 3 pax and above*
**All rates is inclusive of Sales & Services Tax*
**HRDF Claimable*

WHO SHOULD ATTEND

- Power, Influence, and Persuasion: Achieving Your Objectives in Organizations is ideal for Managers and Executives who are seeking to gain the personal and organizational leadership skills to utilize power, influence, and persuasion as tools to get things done in their organization or community.
- It is designed for Working Professionals in Business, Government, International Organizations, and Non-Profit Organizations who hold mid- to senior-level decision making roles.
- Other applicants accepted on a case-by-case basis.

FURTHER ENQUIRIES

Email: events@thestar.com.my
Phone call: 03-7697 1388 ext 1477 / 1432

- *Early application is encouraged. Candidates are admitted on a rolling, space-available basis. Because of the interactive nature of this program, the number of participants is limited.*
- *Full attendance is required for the registered participant to receive the certificate of completion. No transfer of registration is allowed after the commencement of the program. The organizer reserves the right to alter the information published in the best interest of the program*
- *Information is correct at the time of printing but may be subject to change at the organizer's discretion.*
- *Terms and conditions apply.*

AGENDA

Time	Day 1	Day 2
0800	Registration / Breakfast	
0900	Introduction & Session 1: Overcoming Immunities to Change: Exercising Leadership in Your Life and in Your Organization	Session 1: Building and Maintaining Authority: Personal and Organizational Capacity to Lead
1020	Coffee Break	
1040	Session 2: Seeing Yourself as an Instrument of Power and Influence	Session 2: Diagnosing the Political Landscape in Your Organization
1200	Lunch	
1300	Session 3: Personal, Positional, and Relational Sources of Power	Session 3: Case Study and Simulation
1420	Break	
1430	Session 4: Exercising Persuasion: Psychology, Principles, and Practice	Session 4: Case Study and Simulation
1530	Coffee Break	
1550	Session 5: Simulation Exercise	Session 5: Ethical Strategies for Building and Maintaining Power Over Time The Wisdom to Lead and Maintain Humility
1650	Break	
1700	Town Hall Discussion & Debrief	Town Hall Discussion & Debrief
1730	End	

**Organizer reserves the right to adapt the contents for the best interests of the program. Teaching Faculty will consist of one Speaker with affiliations from Harvard University, Stanford University, or other world-leading Institution.*

TEACHING FACULTY



Samuel Kim

Harvard Kennedy School of Government, MPA

Samuel is the Co-founder and President of the Center for Asia Leadership. Passionate about nurturing and empowering talents in Asia, he has been actively engaging various stakeholders in developing and running over 42 programs annually in more than 27 countries in Asia to help emerging leaders explore opportunities to be socially responsible in facing the region's complex challenges. Samuel oversees them, along with a team of 36 comprising Faculty and Teaching Fellows from Harvard and Stanford University, and administrators at the main office in Boston, U.S., and the Asian regional hubs in Kuala Lumpur, Seoul, Manila, and Tokyo. Prior to establishing the Center, Samuel worked for 14 years in varying sectors from strategy consulting and social entrepreneurship to international development, politics, and government. He served as a Visiting Fellow at the Asia Center at Harvard University and at the Kellogg School of Management in Northwestern University. He holds a Masters of Public Administration from the Harvard Kennedy School of Government and completed his undergraduate studies in law and political science.