

HLAA Leadership is Intentional Influence Presentation

Timing	Topic	Description
75 minutes and 15 minute break	Introduction	<ul style="list-style-type: none"> • Learn why influence is one of the most powerful and important capacities you possess. • Identify influence challenges you face across a spectrum of domains. • Discover the three keys to influence—what do successful influencers do that separates them from the rest? • Focus on and carefully measure the results you want. • Apply the skills to your influence challenge.
30 minutes	Find Vital Behaviors	<ul style="list-style-type: none"> • Identify Crucial Moments—the moments where enacting the right behavior will have an enormous effect on results. • Select a small number of high-leverage behaviors that, if enacted, will bring about the greatest amount of positive change. • Apply the skills to your influence challenge.
30 minutes	Diagnose Why Change Seems Impossible	<ul style="list-style-type: none"> • Learn that persistent problems do not have one root cause, but multiple causes. • Examine the Six Sources of Influence™—personal, social, and structural factors—to discover the most significant causes of the current problem. • Completely diagnose the problem in order to prescribe the most effective and comprehensive solution. • Apply the Six Source Model to your influence challenge.
30 minutes	Make It Motivating	<ul style="list-style-type: none"> • Motivate others by identifying natural consequences and make invisible consequences more visible. • Explore all three sources of motivation: personal, social, structural. • Apply the skills to your influence challenge.