

International VDI Workshop

Leadership: Mastering Influence



The following Topics will be discussed:

- **Apply influence strategies to gain commitment and foster collaboration**
- **Gain buy-in by dynamically adjusting your approach to others**
- **Achieve goals by enhancing trust and cooperation**
- **Deal effectively with challenging behaviors to overcome resistance and use knowledge and competence to influence others**

Dates and Venues

July 7 and 8, 2020
Frankfurt

October 27 and 28, 2020
Dusseldorf

March 16 and 17, 2021
Freising near Munich

Workshop Chair

Denise Louise Jeffrey,
Executive and Leadership Coach,
and Professional Seminar Trainer,
Europe, USA and The Middle East



General Information

Aims and Objectives

Success and managerial effectiveness hinges on the use of influence at all levels of an organization. With this workshop, you will leverage practical tools and techniques to apply influence strategies, gain commitment from others, foster collaboration, and acquire the specific competencies, behaviors, and attitudes necessary to achieve desired results without relying on the use of authority.

Efficient leadership of teams are served far better by a flat structure where a broad base of individuals and leaders share a common set of values and feel part of the overall success of an organization rather than a dominant leader or hierarchal structure.

In this workshop, you will learn how to implement strategies that fit a modern working environment helping you focus on responding to change rapidly, increased innovation, productivity and being part of a shared purpose throughout an organization. To achieve this there will be a strong emphasis on communication and leadership styles best suited to a flat structure organization.

Target Group

- Leaders in technical working environments
- Team leaders with or without disciplinary authority
- Experts and employees who are working in matrix-organizations and cross-functional roles

Workshop Documentation

Participants receive a manual on-site as well as a VDI confirmation of participation.



Workshop Chair

Denise Louise Jeffrey, Executive and Leadership Coach, and Professional Seminar Trainer, Europe, USA and The Middle East



Denise Jeffrey has more than 16 years of experience in professional training and coaching with multi-national corporations and aerospace and defense. Her specialties are Leadership, Communications and Negotiations with an emphasis on the complexities of working both nationally and internationally. She has lived in five and has traveled to over forty countries. She has been living in Italy for the past 16 years.

Workshop Methods

- Individual settings adjusted to the needs of the participants
- Examples from the participants' daily business and working situations
- Group practice
- Individual feedback



[Learn more about our other workshops:](#)

Design Thinking Basic Training

July 21 and 22, 2020, Aschheim near Munich

November 17 and 18, 2020, Mannheim

Project Management & Business Administration in Technical Working Environments

August 19 and 20, 2020, Dusseldorf

November 25 and 26, 2020, Munich

Modern Leadership Competences

August 25 and 26, 2020, Freising near Munich

December 9 and 10, 2020, Hamburg

Workshop Content

1. Day 09:00–17:00

2. Day 09:00–17:00

Introduction

- Welcome and expectations
- Target Definition of the course

Defining Influence

- Identifying the three critical elements
- Building value with others
- Working with resistance for positive outcomes

++ Presentation/Discussion

The Elements of Influence

- Five critical factors for influencing others
- Achieving and maintaining commitment
- Implementing Positive Action

++ Exercise/Discussion

Building your Foundation

- Establishing and maintaining trust
- Developing rapport
- Listening for multiple perspectives
- Practical hints

Applying six major Influence Strategies

- Identifying strengths and limitations
- Culture
- Thinking strategically
- Practical hints

Welcome and Recap

Expanding your Power Base

- The six types of power
- Developing political intelligence
- Working with multiple perspectives

++ Discussion

Practicing exemplary Leadership

- Implementing five leadership practices
- Developing your personal leadership plan
- Practical Hints

++ Exercise/Discussion

Dealing with challenging Behaviors

- Recognizing the interplay of perceptions
- Taking powerful actions
- Overcoming resistance

++ Exercise/Discussion

Five reasons why you should attend:

1. Gain self-confidence in leading teams
2. Learn how to foster collaboration
3. Learn how to identify the needs of your peers
4. Learn to master challenging behaviors and situations by taking actions
5. Share and analyze experiences from your business



International VDI Workshop:
Leadership: Mastering Influence

VDI Wissensforum GmbH | VDI-Platz 1 | 40468 Düsseldorf | Germany

Applying influence strategies to gain commitment and foster collaboration

You need help?
Please contact us!

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✓ Please register for (Price per Person plus VAT):

International VDI Workshop		
<input type="checkbox"/> July 7 and 8, 2020 Frankfurt (09SE102008)	<input type="checkbox"/> October 27 and 28, 2020 Dusseldorf (09SE102009)	<input type="checkbox"/> March 16 and 17, 2021 Freising near Munich (09SE102010)
EUR 1.790,-	EUR 1.790,-	EUR 1.790,-

www

Participation Fee VDI-Members **Save 50 € for each Workshop Day.** VDI membership no.*: _____

* For the price category 2, please state your VDI membership number

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ZIP Code, City, Country _____	
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Deviating bill address _____	Fax _____

Participants with an invoice address outside of Austria, Germany and Switzerland are kindly requested to pay by credit card. Please don't send your credit card details via email, fax or post. Please book your ticket at www.vdi-wissensforum.de. Transferring your credit card details via our website ensures your details are encrypted and security of your data is guaranteed.

General terms and conditions of VDI Wissensforum can be found online at: www.vdi-wissensforum.de/de/agb/

Workshop Venues:
Frankfurt: Relexa Hotel Frankfurt, Lurgiallee 2, 60439 Frankfurt, Phone: +49 69/95778-0, Email: frankfurt-main@relexa-hotel.de
Dusseldorf: Lindner Congress Hotel Düsseldorf, Lütticher Str. 130, 40547 Dusseldorf, Phone: +49 211/5997-0, Email: info.congresshotel@lindner.de
Freising near Munich: Mercure Hotel München Freising Airport, Dr.-von-Daller-Str. 1-3, 85356 Freising, Phone: +49 8161/532-0, Email: ha0qB-sb@accor.com

More Hotels close to the workshop venue may be found via our HRS service www.vdi-wissensforum.de/hrs



Services: The price includes beverages during breaks and lunch. The workshop documents will be handed out on-site.

Exclusive offer: All participants at this event are entitled to a free three-month trial VDI membership. (Offer applies exclusively to new members.)

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