

American Management Association's How To Build Influence Personal Power

Learning Objective

- Build and Leverage a Personal Power Base to Increase Your Level of Influence and Effectiveness Within Your Organization

Defining Your Personal Power

- Explain Why a Personal Power Base is Essential to Increasing Your Influence
- Apply the Personal Power Model to Build Your Personal Power Base
- Utilize the Power/Dependency Model to Help Determine an Influencing Strategy
- Plan for the Anticipated Response to Your Influence Efforts Using the Commitment Compliance Model

Leveraging Your Personal Power

- Describe How Exchange, Relationships, and Partnerships are the Foundation of Your Personal Power Base and the Keys to Influence
- Leverage a Strategy Matrix to Identify Additional Individuals You Need to Influence