



INFLUENCING REMOTELY

In geographically dispersed organizations, the effectiveness of individuals often depends on their ability to gain the support and commitment of bosses, peers and direct or indirect reports. In addition, fewer opportunities to meet face to face and build relationships with virtual partners can make influence much more difficult. This program provides strategies for overcoming the virtual divide and adapting the most effective influence strategies to a remote work environment.

PROGRAM OBJECTIVES:

- Gain commitment to and support for your plans and initiatives when working remotely
- Recognize the four influence techniques that are most effective for gaining commitment in a virtual environment
- Understand when each technique would be most and least effective in a virtual setting
- Apply concepts to assess a situation and develop an effective influence strategy

AGENDA:

- Possible outcomes of influence attempts
- Factors that make the use of influence more difficult when working with geographically distributed team members
- Overview of the influence tactics and the factors that support their effective use
- Self-Assessment: Your primary approach to influencing
- Developing an influence plan