



INFLUENCING WITHOUT AUTHORITY

May 25, 2017 :: 1:00 - 2:30 p.m. EDT

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Learn how to more effectively use your professional capital to influence your colleagues.
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OVERVIEW

Learn how you can get your ideas considered by supervisors and leadership who may be resistant to change. Influencing without authority is about building trust with your colleagues. In this training, we will focus on what differentiates authority from influence and how you can use your relational capital to influence up, across, and down.

APPLICABLE TO ALL HIGHER EDUCATION PROFESSIONALS

Influencing is a powerful tactic no matter where you sit within your institution's organizational hierarchy. This training will be useful to you if you are trying to influence both people who you supervise and report to, as well as peers with whom you regularly collaborate.

LEARNING OUTCOME

After participating in this online training, you will be able to use your relational capital to influence those with whom you work.

[VISIT EVENT PAGE](#)

www.academicimpressions.com/webcast/influencing-without-authority-may-2017



CONTACT US FOR MORE INFORMATION

Contact Elizabeth Hubbell, Program Manager at elizabeth@academicimpressions.com or 720-988-1218 if you'd like additional information about the program.

AGENDA

- ➔ **Overview**
 - Authority vs. influence
 - Building relationships that grow your influence
- ➔ **Influencing Up**
 - Using the power of persuasion
 - Highlighting your competence in handling complex issues
- ➔ **Influencing Across**
 - Leading and mentoring peers
 - Finding common ground
- ➔ **Influencing Down**
 - Listening to key messages
 - Showing interest and respect
- ➔ **Your “Professional Relationship Account”**

INSTRUCTOR

Jeanne A.K. Hey, Ph.D., Dean, College of Arts and Sciences, University of New England

Previously, Jeanne served as the Director of International Studies and Professor of Political Science at Miami University, in Oxford, Ohio. A Phi Beta Kappa graduate of Bucknell University, she earned a PhD in political science from The Ohio State University. Her research and teaching expertise are in the areas of comparative foreign policy, small states, Latin American politics, European foreign policy and pedagogy in international studies. She has extensive international experience, having conducted research and taught university courses in Latin America, the Caribbean, Asia and Europe. She has published four books and numerous articles on foreign policy, developing regions, and international studies pedagogy.

Dr. Hey is an alumna of the HERS Leadership Institute for women in academia, held at Wellesley College. She is also a past fellow in the Pew Faculty Fellowship in International Affairs at Harvard's Kennedy School of Government, where she was trained in applying the case method of college teaching in global affairs. She has developed and facilitated workshops and presentations on a variety of issues in management and leadership, including for the Council on Colleges of Arts and Sciences. She serves on the Board of Trustees at Thornton Academy, in Saco, ME.



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EARLY BIRD PRICING

Postmarked on or before May 18, 2017. After May 18, 2017, an additional \$75.00 fee for the first connection and \$50.00 fee for each additional connection applies.

[REGISTER ONLINE](#) or below.

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