

INFLUENCE WITHOUT AUTHORITY

"Processes and tools presented are useful and helpful. Appropriate examples and business cases that we can relate to."

"I liked the fact that this was geared to Marathon's issues and not just generic information that may or may not be useful."

--Statements made by **Influence without Authority** participants from a recent engagement with Marathon Oil Corporation.

Think About This...

- One of the steepest leadership challenges is convincing others to willingly engage in or contribute resources to efforts that fall outside the scope of their everyday responsibilities.
- Getting people with maxed-out schedules and limited resources to add one more mission critical item to their agenda is an uphill climb even if you have formal authority, access to information, and control over assets.
- The truth is that it takes genuine intentions, trust, credibility, and a well-developed game plan in order to motivate people to commit time, money, and resources to initiatives. In a word, it takes **Influence**.
- Decisions get made and results are produced because of the actions, intentions, and power of influential people who inspire trust and collaboration.

How McGurer & Associates, Inc. helps leaders face this challenge

- Our **Influence without Authority** program introduces tools and techniques for consistently winning support for individual and team objectives in shorter time frames.
- **Influence without Authority** is a one and a half day workshop centered on realistic case studies generated from extensive interviews with key organizational players.
- The program combines an interactive classroom experience with a comprehensive strategy for helping participants apply what they've learned to their jobs and tracking the business impact.

McGurer & Associates, Inc.
146 Cottonwood Creek Lane | Aiken, SC 29803
Ph: 847-508-7804. email: dmcgurer@mcgurer.com
"Where experience makes the difference"

www.mcgurer.com