

LEVERAGING IMPACT

IN AND ACROSS TEAMS

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"The concepts and message in Leverage Your Impact are spot on! Richard nails what is required to drive healthy change and performance in organizations of all sizes."

John Donahoe, CEO of Nike, former CEO of eBay, Bain & Co. and ServiceNow

Course Overview

This program provides the framework and skills to increase impact working in and across teams. Three levers, *when optimally applied together*, can drive inordinately greater impact and results:

Empowered Relationships

The fuel to take action and drive decisions.

Align to do the Right Thing

Choosing to do the right thing for the broader team.

Collaborate Across Teams

Partnering in and across teams to achieve goals.



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Learning Objectives

How to strengthen three interdependent levers – applying insights to a current challenge.

How to drive a more empowered relationship, as a team lead or as a team member.

How to choose to do the right thing – for your broader organization.

How to partner in and across teams to achieve cross-functional goals.

Organizational Objectives

Drive and accelerate results and innovation.

Improve working relationships – up, down and across – reduce frustration.

Strengthen professional productivity.

Build a more empowered, aligned and collaborative culture.

Build a stronger enterprise-wide mindset.

Program Highlights

Participants select a real project and apply skills and concepts throughout program.

A Self-Assessment gives participants insight into their personal impact score.

Application Partners provide opportunities to practice skills.

Activities are engaging and fun to emphasize learning points.

A multi-fold takeaway provides quick access to the learning as well as participant's documented key insights and actions after the program.

Length: Delivered in up to a full day format; internal train-the trainer certification available.

Audience: Teams driving crossing function initiatives, people leaders at all levels and their teams (executive to front line), team leads, hi-potentials, and any employee wanting to strengthen their impact in complex organizations.

