

Session: Power of Influence

Presenter:

Wayne Woodard

Description:

There are very few things in life we can absolutely control with authority. Whether at work, home or in our community, the ability to control others' behaviour, actions and results is minimal at best. Yet the "command and control" style is still alive and well in some organizations. Your ability to effect positive influence with senior leaders, other department heads, staff, clients and other key influencers in your life is more imperative than ever. The rise of flatter and leaner corporate structures has resulted in a matrixed approach to the work of departments and positions. Lines of authority are blurred and the success of these organizations depends on how successful their departments integrate and effect change together. Becoming an effective influencer is an essential skill and one that requires a solid approach and lots of practice.

In this session, we will consider:

- How the ability to positively influence others plays a role in your own professional success and that of your organization;
- The importance of relationships as the starting point for effective influence;
- Understanding your own influence style;
- How to assess your current circle of key influencers; and
- Approaches to consider in developing stronger relationships with key influencers.

Biography:

As Vice President, Bluteau DeVenney, Wayne brings a unique blend of senior management experience from both public and private institutions, an understanding of business of all sizes and larger distributed organizations. He has a knack for articulating complex issues in a straight forward and clear manner.

He has blended 25 years of experience combining law enforcement, the practice of law and senior management. Often called on to deliver services and results in challenging circumstances, Wayne's success has been attributed to his ability to bring people together, develop partnerships and his ongoing desire to meet the needs of others. He has over 14 years of experience as a facilitator including educational sessions in the classroom, focus and feedback groups within communities and organizations and has extensive experience as a presenter at the local, regional, national and international level.

