



The Influential Leader

LIFTING YOUR LEADERSHIP FROM THE OPERATIONAL TO THE STRATEGIC

SUMMARY

The most influential leaders are those who are capable of holding steady in the face of uncertainty and complexity, and who are equipped to deliver organisational outcomes while navigating intricate politics, systems and stakeholder relationships. Such complexity means leaders need to continuously reassess their personal skills, emotional intelligence and impact; understand how others perceive them; and recognise the different drivers that motivate those around them.

The Influential Leader microcredential focuses on leading and influencing in a dynamic, pandemic-affected world. It's suited to those who hold a strategic leadership role with a broad span of responsibility and influence. You'll explore a range of leadership opportunities and challenges, and learn how to most effectively connect, influence and lead – with or without formal authority – in working environments that are increasingly flexible and virtual.

KEY FEATURES

- **Develop your repertoire of skills and interventions**
Learn how to best engage, inspire, influence, empower and coach others.
- **Take your leadership from operational to strategic**
Understand the perceptions and needs of consumers, clients and stakeholders, and learn how to apply strategies to influence them.
- **Examine your personal style**
Gain deeper insights into your leadership style and its effectiveness through 360-degree feedback from facilitators and peers.
- **Build practical skills and learn from experts**
Participate in hands-on, interactive and experiential learning delivered by renowned industry experts.

KEY DETAILS

**MODE**

In person, on campus

**DURATION**

4 days

**LOCATION**

Macquarie University City Campus
Level 24, 123 Pitt Street, Sydney NSW 2000

**WHO SHOULD ATTEND?**

- Those wanting to move into a more strategic leadership role with a greater scope of responsibility and influence
- Senior executives and high-performing business or operational managers working to achieve outcomes across multiple teams
- Employees (SES Band 1 and EL 2) in the Australian Government
- Employees (SES Director and Clerk 11/12) in the New South Wales Government

THE
INFLUENTIAL
LEADER



LEARN STRATEGIES AND TECHNIQUES

to enhance your own resilience
and that of your team



USE POSITIVITY AND PERSPECTIVE

to establish and maintain
high performance



COMPLETE MEANINGFUL PROJECT WORK

and receive real-time
feedback

WHAT YOU'LL LEARN

- DAY 1**
- The story of what brought you here
 - Influence and change in the learning zone
 - the agreement
 - Narrative as a leading and influencing technique
 - what you stand for, see as important and hope to achieve
 - Working across the managing and leading dimensions
 - authority and influence
 - Perspective – a whole system view, balcony vs dance floor
 - Above and below the line
 - 360-degree feedback process and structure
 - Peer conversations around 360-degree feedback, strengths mapping
 - Influencing through a coaching and facilitative approach
- DAY 2**
- Reflection – what resonated and what's coming up
 - Self and role
 - Finding the way into another – 4MAT as an influencing model
 - Getting buy-in and empowering others – curiosity, questioning vs telling, positive belief
 - Individual organisational leadership challenge discussion
- DAY 3**
- The relationship between power and influence
 - Refining and communicating your personal vision
 - Leadership styles and their effect
 - Communicating with impact – skills practice
 - Leading a diverse workforce – learning how staff construct the world of work
 - Influencing skills to navigate a political environment
 - Shaping team and organisational culture
 - Broadening the bandwidth – small group exercise in local community
- DAY 4**
- Critical-thinking skills
 - Making good decisions in a context of ambiguity and constant change
 - Health and wellbeing for oneself and team
 - Individual challenge triads – discussion and development
 - Syndicate group feedback exercise
 - Journaling and design of action plan
 - The group journey

LEARNING OUTCOMES

- Frame and communicate your vision and purpose, and commit to action around this.
- Better understand the nature of influence, power and authority.
- Apply strategies and models to influence others.
- Work adaptively in a dynamic, uncertain and demanding environment.
- Use positivity and perspective to establish and maintain high performance.
- Work fairly and authentically by valuing and cultivating learning.

WHO YOU'LL LEARN FROM



ROSLYN WILLIAMS

Roslyn Williams is an accredited strengths-based coach, facilitator, leadership developer, mentor, writer and speaker. She brings many years experience in people management, leadership and program delivery, working with individuals in diverse functions and industries characterised by complex stakeholder relationships and operating landscapes.



LARRY MARLOW

Larry Marlow's professional experience includes senior management roles across the public and private sectors in the fields of IT, marketing, public healthcare, academia and management consulting. A registered clinical and organisational psychologist, adjunct professor and highly experienced executive coach, he works with individuals, management teams and organisations to assist business, cultural and personal behavioural change.

HOW YOU'LL LEARN IN PERSON, ON CAMPUS



You'll participate in lively discussions and share first-hand experiences while gaining coaching from our expert facilitators.



Designed for experiential learning, our in-person microcredential provides the opportunity for you to collaborate and network with peers at our city campus in the Sydney CBD.

FIND OUT MORE

microcredentials.mq.edu.au/courses/the-influential-leader