

Speaker 1: Are there persistent problems with your team or organization that you'd like to change but are unable to do so? Are you frustrated at not being able to solve these problems despite your best attempts? You're not alone. Many people want to change the behavior of a group, empower a team to solve problems, or shape an organization's culture, but can't because they lack influence. Chronic, persistent, influence challenges are often hardest to solve because they're rooted in human behavior. It turns out that the best, most effective way to effect these problems is to learn what influences behavior and use that knowledge to create a successful change strategy. Thankfully, there's a proven way to increase your influence tenfold, so you can take the necessary steps to enact meaningful change across a team or organization.

Introducing Influencer Training from VitalSmarts, named by Human Resource Executive Magazine as "Training Product of the Year", backed by more than three decades of research, and a New York Times Bestselling Book. Influencer Training combines live training, compelling videos, group participation, and a comprehensive planning workbook to teach participants how to develop strategies for resolving difficult problems in teams and organizations, no matter how entrenched the behaviors. Training participants will learn the six sources of influence that drive behavior and how utilizing four or more of these sources to enact organizational change can increase their likelihood of success tenfold.

Influencer Training teaches participants how to: Diagnose the causes behind any team or organizational problem; rely less on formal authority to effectively motivate and enable others; identify high-leverage behaviors that if changed will lead to desired results; use six sources of influence to make organizational change 10 times more likely.

Building an effective influence strategy can have a number of positive consequences including: Successful team and organizational change initiatives; transformed corporate culture; reduction in errors and project failures.

The training is also easy to deliver with multiple roll-out options available, including certification courses, in-house programs, and 2-day public workshops.

Influencer Training has improved the lives of 100,000s of people and the cultures of many of the top organizations around the globe. In addition to winning "Training Product of the Year" from Human Resource Executive Magazine, Influencer was given the "Change Management Approach of the Year" award from MIT's prestigious Sloan Management Review. Find out how Influencer Training can change your organization for the better.