

ihw



Power Without Authority Workshop

*Winners are those that focus best on
the outcomes...*

Productivity through effective engagement

Power Without Authority Workshop



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Outcomes

Participants will be more confident in communicating with senior decision making audiences, and more assertive in gaining the commitments required to keep initiatives on track. They will improve their negotiation, presentation, facilitation and objection handling skills and enjoy greater success garnering support for their ideas, and proposals. They will understand the value of Authority (tell, present) and Influence (ask, facilitate) and use them much more effectively.

Audience

Developing and accomplished professionals that have attended the Engagement Skills Workshop and who are seeking to take the next step, or senior practitioners recognising the need for a refresher. Anyone that requires a stronger focus on outcome achievement.

Workshop elements

This event draws heavily from content of our Presentation Skills, Facilitation Skills, Gaining Commitment and Negotiation Skills Workshops, and combines these elements into 2 x 2 Day intensive events. It is a deeper dive into some of the most difficult and intimidating aspects of the broader engagement model.

Duration

The workshop consists of 2 x 2 day events.

Key Topics

- Compelling Communication
 - Presentation Skills (See Effective Presentations)
 - Facilitation Skills
 - When to Present and when to Facilitate
- Achieving my outcomes
 - Negotiation Skills (See Win/Win Negotiation)
 - Gaining Commitment (See Gaining Commitment)
 - Objection Handling

"Better morale leads to better productivity. Client cooperation is a product of strong engagement and this results in tough and complex issues being resolved quickly and more effectively."

John Williams
Founder and Principal, JHW



Comments from Previous Participants

***I was very pleased overall.** The workshop provided a range of skills to initiate and enhance engagement with my stakeholders. There were a number of good practical skills for day to day use at the office. The facilitators delivered the content with enthusiasm and led valuable learning exercises.*

***A very worthwhile experience.** While covering some material that may be familiar, the way that it is bought together and presented really improves the impact and retention. Both the individual and the organisation can benefit from the experience.*

*The course **helped me to understand my strengths and weaknesses.** Also it helped me on how to communicate with the people who are in other quadrants. I need to practice this every day and I am confident I will reach my goal.*

***It is a very informative workshop** with plenty of role-play exercises to apply the skills & knowledge we learnt.*

***Some really practical concepts** that I'm looking forward to using on a daily basis. Well done & thanks for sharing your ideas so enthusiastically.*



JHW offers the following workshops:

- Engagement Skills Workshops
- A Seat at the Table
- Consulting/Engagement Skills One Day Refresher
- Gaining Commitment
- Project Launch
- Makin' Movies (Team Building/Dynamics)
- Effective Presentation
- Outcome Focused Meetings
- Win/Win Negotiating
- Facilitation Services
- Power Without Authority
- Video Conference Ready

JHW workshops are grounded in achieving behavioural change by shifting the participant's mindset from —

- Task to Outcome
- Purely technical focus towards the relationship
- Being efficient, towards being more effective.



Our Clients

JHW Pty Ltd has delivered workshops in Australia, New Zealand, USA, Argentina, UK, Italy, Romania, India, China, Singapore and Malaysia for many and diverse clients:

Banking & Finance

ANZ Banking Group
National Australia Bank
Bankwest
Westpac
INVESCO
BNZ
AXA
MLC

IT&T & Services

Infosys
SAP Consulting
Telstra
SAP Global Delivery
TelstraClear (NZ)
Data Agility
Park Lane
Worely Parsons
BDO
Ajilon
Ernst & Young
KPMG
BearingPoint
Oxygen
QSP
Maximas
UXC

Other Commercial Operations

Australia Post
Bio-Rad
WTFN
Smarter Bathrooms
Leighton
Orica
BHPBilliton
Toll
AGL

Public Sector

ACMA
ANDS
CSIRO
VicTrack
Bureau of Meteorology
Southern Health
Network (Vic)

Not for Profit

Salvation Army
CanTeen
Reach
Brotherhood of St Lawrence
Vic Swim
Planet Give
RYLA Rotary
Guide Dogs Victoria
Turning Point
RDNS
Vakabauta
The Smith Family
Wildlife Victoria
World Vision
Able Australia
Leukaemia Foundation
Royal Institute for Deaf and Blind Children

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