

Managing with Power & Influence

Aug 19 – 20, 2024

PIM, Karachi

Rs. 31,000/=

Jul 31 – Aug 01, 2024

PIM, Lahore

Rs. 31,000/=

Course Description

In organizations managers get the job done through others. Interdependence between departments inside the firm and between the firm and those outside is increasing. The ability to influence others as a manager plays an increasingly important role in achieving work objectives. The Managing with Authority and Influence course is designed for the people holding managerial and/or supervisory positions whose jobs involve giving job related orders & instructions, making decisions, organizing resources and the like.

LEARNING OUTCOMES

- Recognize the nature & meaning of the ability to “influence” in the role of a manager.
- Learn to influence through the development & usage of your potential “power”.
- To know suitable strategies, skills & tools to influence others.

WHO MUST ATTEND?

- Organizational managers working at various levels.
- Anyone who wants to establish his or her authority and influence over others for achieving organizational goals.

COURSE CONTENTS:

- Influence & the role of a manager
- Creating influence by using power
- Supporting tools & skills
- Influencing strategies for managers

FOR DETAILS AND REGISTRATION

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