

Program Director Development Series

Year 8, Session 6

Influence: A Leader's Guide to Getting What You Want

April 26, 2018

UW Medicine SLU in **Seminar Rooms #C-123 A&B**

CME Activity #DS1813

Agenda

8:00-8:10	Welcome and Introductions	Jennifer Best, MD Associate Dean, GME
8:10-9:30	What's in your Influence Toolkit? You'll reflect on your 'go-to' influence style, and learn about often under-utilized but effective influence tactics, including: <ul style="list-style-type: none">• The science of social capital• Favors: Giving and Taking• Two foolproof influence tricks	Christina Fong Principal Lecturer Management & Organization, Foster School of Business, University of Washington
9:30-10	Write Your Own Case!	Christina Fong Principal Lecturer Management & Organization, Foster School of Business, University of Washington
10-10:10	BREAK	
10:10-10:45	Influencing your Subordinates: Giving Great Feedback	Christina Fong Principal Lecturer Management & Organization, Foster School of Business, University of Washington
10:45-11:00	Wrap Up and Evaluations	

Objectives:

1. Learn about often under-utilized, but effective influence tactics.
2. Discuss common influence dilemmas and apply discussed tactics.
3. Apply influence tactics to specific and common managerial dilemmas.
4. Review performance feedback that will inspire and motivate employees.