

Leading with Impact

Course Summary

Description

Are you ready to demonstrate clear value within your organization, amplify the impact of your initiatives, and transform the way you lead?

The Leading with Impact workshop is your comprehensive guide to mastering the art of demonstrating value and impact. Discover the Impact Canvas, a technique that bridges the gap between having strategic vision and achieving tangible, game-changing results. Not only will this tool elevate your leadership skills, but it will change the way your organization understands value and impact.

Topics

- Construct clear and effective value and impact statements.
- Utilize the Impact Canvas for strategic planning and execution.
- Identify sources where value and impact can be uncovered.
- Analyze how initiatives generate and contribute to value and impact.
- Understand measurement techniques to gauge and communicate value.
- Define outcomes focusing on knowledge gain, behavioral changes, and condition changes.
- Develop structured impact stories for compelling communication.
- Evaluate the value and impact of a Business Relationship Management (BRM) capability within their organization.

Audience

Anyone that needs to have a structured way of determining value and impact. Specifically, where this will be discussed in relationships.

Example roles: Business relationship managers, product managers, business analysts, consultants.

Prerequisites

There are no prerequisites for this course.

Duration

Four days