



The Influence Equation: Getting Things Done By Influencing Others

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8:30 A.M.–4:30 P.M.

Getting things done depends on your ability to influence others. Your boss needs to be persuaded to rethink timelines, or the revenue target he proposed. You wonder how to get your peer to finish and send you the spreadsheets you needed yesterday - though you know it's still at the bottom of their priority list. And what about your team members - you do have authority over them. So why is it so hard to get them to work together more effectively, or follow through with the change you've been pushing for months?

This program will examine influence as an equation — the result of two opposing forces. Persuasion and resistance will take a hard look at the strategies you currently use to try to influence those around you - when talking “up” to superiors or Board members, trying to engage your peers or alliance partners, and dealing with your direct reports. You will learn a menu of skills and strategies that will strengthen your working relationships and improve your ability to influence those around you.

This program will help leaders:

- Understand key mistakes we make when attempting to influence others and the elements of effective persuasion
- Identify the ways we often unintentionally create emotional resistance
- Learn practical approaches to systematically influencing others to get things done



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Stevenson Carlebach is associate faculty at Harvard Law School's Program on Negotiation (PON) and has served as an adjunct professor teaching Negotiation at the Georgetown School of Law. Stevenson has worked with Fortune 500 companies both in the U.S. and abroad including Capital One, Merck, Goldman Sachs, The Cambridge Group, IBM, PWC, The MathWorks, Millennium Pharmaceuticals and Deutsche Bank. Stevenson is a graduate of Tufts University where he majored in classics and the Boston University School for the Arts where he received his Masters of Fine Arts in Directing.