PROFESSIONAL DEVELOPMENT TRAINING

AI in Leadership: Leading Up and Expanding Influence

09 884 0762

REQUEST QUOTE

0.5 DAY COURSE

Leadership is not just about managing down it's also about influencing across and leading up. Whether you're managing stakeholders, communicating with senior leaders, or driving strategic ideas forward, your ability to influence effectively is critical to your success.

Using AI in Leadership: Leading Up and Expanding Influence **equips leaders with tools to enhance self-awareness, craft strategic messages, and build credibility with key stakeholders—using the power of AI to accelerate the process. Learn how to clarify your message, anticipate stakeholder needs, and practice influence strategies with support from large language models like ChatGPT (REACH LX).**

This course is ideal for emerging leaders, middle managers, and high-potential professionals looking to increase their visibility, strategic voice, and upward impact in their organisations.

****Please note, these classes run to a very tight schedule, please follow the invitation and join the class 10-minutes prior to commencement so you are ready to participate and don't miss a minute!**

What You'll Gain:

The most effective leaders don't just lead teams they influence outcomes at every level.

Leading up requires courage, clarity, and strategy. It's about making your ideas heard, aligning with senior leadership, and shaping decisions even when you're not the final decision-maker.

In today's fast-paced world, AI offers a new way to sharpen your message, rehearse your conversations, and frame your influence with precision and empathy.

In ***Using AI in Leadership: Leading Up and Expanding Influence*****,** you'll explore how tools like ChatGPT (REACH LX) can help you position ideas strategically, anticipate objections, and build stronger buy-in with key stakeholders. This course will show you how to use AI to think, write, and speak more persuasively - and to grow your leadership beyond your current role.

Let's elevate your impact.

Outcomes

After Completing this course you will know how to:

- Clarify the Purpose and Tactics of Leading Up and Influencing
- Identify Personal Strengths and Blind Spots in Influence
- Use AI to Strategise Influence and Postition Ideas Effectively
- Leverage AI to Expand Visibility and Build Relationships

Modules

Lesson 1: What's the Goal of Leading Up or Influencing?

- Defining Influence, Authority and Credibility
- Influence vs Manipulation: Build Trust
- When and Why Leading Up Matters in Modern Leadership

Lesson 2: Knowing Our Own Strengths and Growth Areas

- Influence Styles: Assertive, Collaborative, Adaptive
- How we're Perceived vs how we Show Up
- Using AI to Reflect on Personal Leadership Brand

Lesson 3: How Can AI Help Lead Up or Influence?

- Using AI to Simulate Stakeholder Conversations
- Prompting AI for Message Clarity and Tone Calibration
- Exploring Multipe Influence Tactics Through AI
- Build and Test Influence Scenarios with ChatGPT (REACH LX)

Lesson 4: Growing our Reach by Integrating AI

- Enhancing Visibility across the Organisation using AI Tools
- Empowering Others by Modeling Ethical AI use in Leadership
- Develop a Personal Influence Strategy Supported by AI

Talk to our expert team

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