

A pole vaulter in a maroon singlet and dark shorts is captured in mid-air, performing a jump. The background is a clear blue sky. An orange rectangular box is overlaid on the left side of the image, containing the text 'Raise the BAR'.

Raise the BAR

Strengthening Your Influence as a
Training Leader

I failed





I bounced back

**What becomes
possible when you
strengthen your
influence?**





Exercise #1

Write down your responses to these two questions.

1. How would you rate the importance of your projects to the organization?
2. When are you brought in to work on these projects?

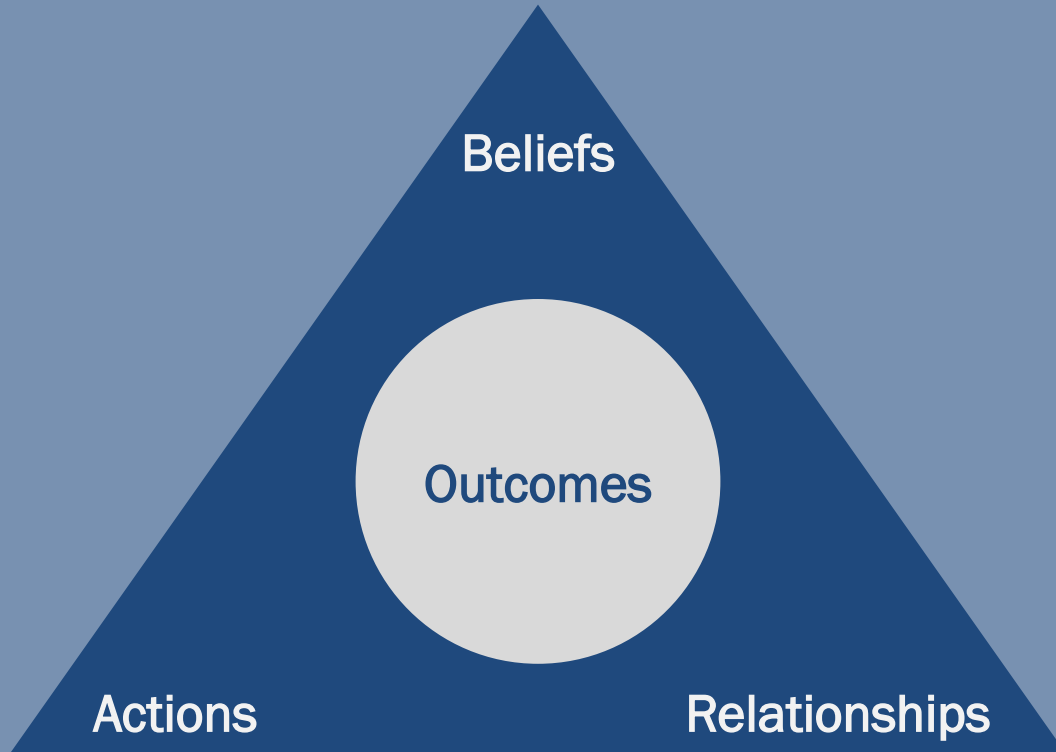


Exercise #1

What influenced your response?

What questions or dilemmas do you have about strengthening your influence?

What influences the outcomes we achieve?



What are the implications?



Six steps to strengthen your influence





1 Set Your Vision



**Find
Advocates**



3

**Discover how
you're perceived**



3 Questions for your consideration

- **What one thing can we do to strengthen our partnership with you?**
- **How can we help you positively effect your desired strategic outcomes?**
- **How can we make you more effective in your role?**
- **What process suggestions do you have for us?**

4

Develop your strategy

Define C

The
Optimizer
The Planner

Groups of
friends
travelling
together

2. PROBLEMS / PAINS

Which problems do you solve for your customer?
There could be more than one, explore alternatives
eg. existing solar solutions for private home are not always
a good investment (1).

Understand RC

PR, ta

(FI) Hard to
coordinate
booking for
mtd.

4

One-page strategy

Mission, Vision, Values

Outcomes

Customer-focused

Sensory-specific

Mean the same thing to everyone

Internal Objectives

What will be different?

- **Process**
- **Individual / Leadership Behavior**
- **Mindset**

4

Exercise #2

Why do strategies fail?



**Share what you discovered
and how you will respond**

6

Adjust and
execute





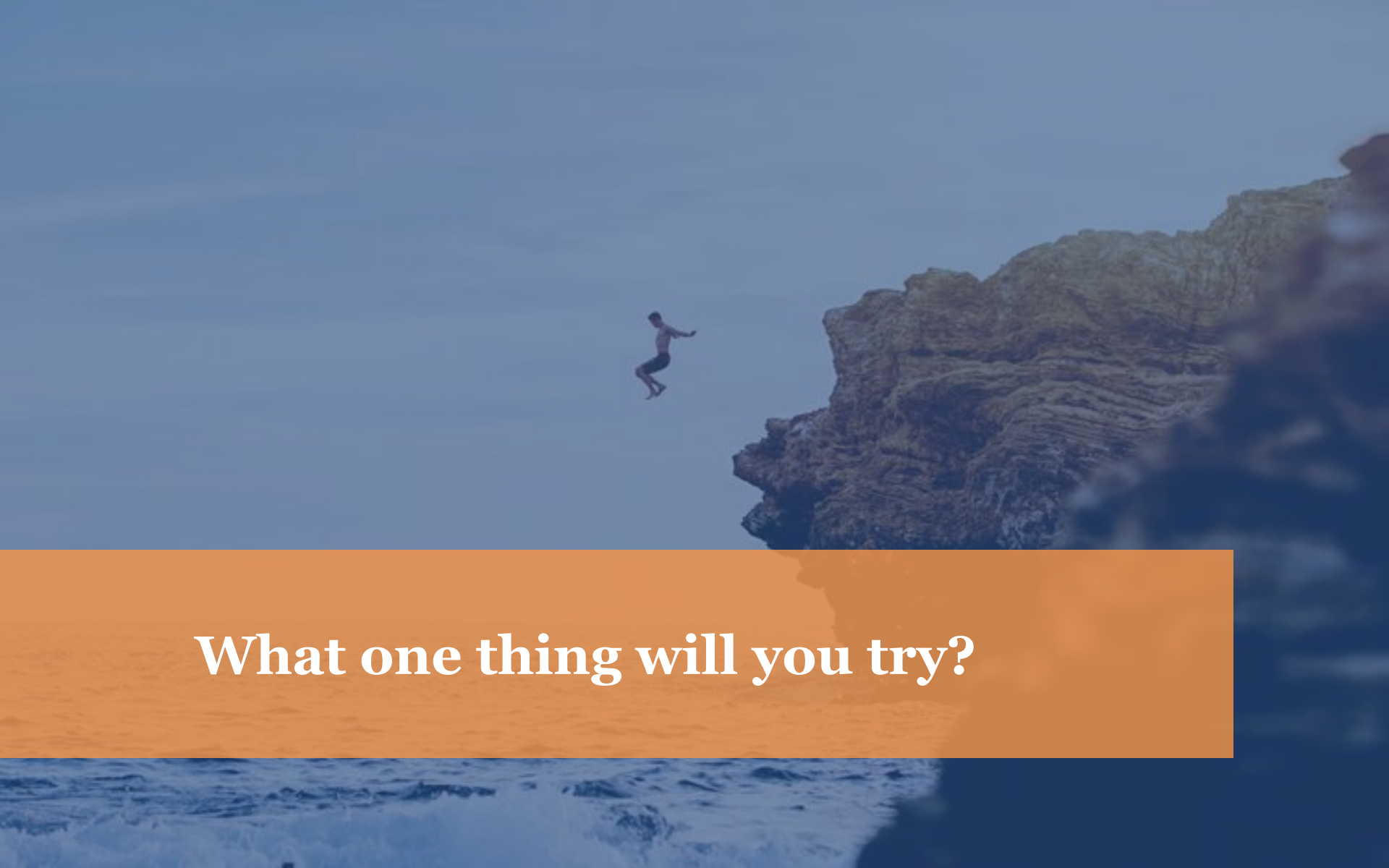
Who recognizes the value of your team and will advocate for you?



What ideas do you have to work on important projects and get included early in the process?



How will you get your team more involved in charting your path?



What one thing will you try?

A person is captured mid-air, jumping from a rocky cliff edge into the ocean. The scene is set against a clear blue sky and a calm sea. The cliff face is rugged and layered, showing signs of weathering. The overall mood is one of adventure and taking a leap.

How will you, your team, and your organization benefit from you taking that action?

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