

# Managing by Influence

Peer-to-peer  
Leadership Development Program

A top performer needs different skills than an effective manager does. This program is about stepping up into the managerial role.

Unlock powerful learning interactions and insights while sharing experiences and best practices with other professionals. Take part in meaningful conversations and develop honest human relationships through guided joint reflection and brainstorming.

The program brings together professionals who have no formal accountability or interaction with each other and sets them to work on content from renowned management thinkers. Participants acquire deep learnings that wouldn't be available otherwise, sharing them with their professional environment and creating breakthroughs for the whole organisation.

## Format



2-hour peer coaching sessions — one per month for 5 months.



Groups of 4 to 5 participants from different companies, with a similar level of responsibility.



Guided discussions on leadership topics, to improve themselves and their organisations.

## Why it works



Learn from peers, share experiences and brainstorm.



Create meaningful connections and grow your professional network.



Draw from a greater variety of perspectives, make decisions with greater confidence.

## Content

- 1 From Top Performer to Manager**  
Reflect on how the skills required for a top performer differ from those needed to be an effective manager.
- 2 The Power of Social Learning**  
Appreciate how social learning, especially in small groups, provides a powerful tool to nurture innovation and productivity.
- 3 Political Games in Organisations**  
Understand when and how the various types of political games can positively advance your organisation's goals.
- 4 Entrepreneurial Thinking to Grow Your Business**  
Uncover new opportunities and influence your success through a variety of entrepreneurial techniques.
- 5 Probing into Culture**  
Strive to better understand the culture of your own organisation and more effectively promote positive change.

For more information

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