



## Workshop Agenda

### DAY 1:

Introduction  
Clarify Measurable Results  
Find Vital Behaviours  
Diagnose Why Change Seems Impossible  
Workbook Activity

### DAY 2:

Personal Motivation  
Personality Ability  
Social Motivation and Ability  
Structural Motivation  
Structural Ability  
Become an Influencer  
Workbook Activity

[Detailed course agenda](#)

## Participant Materials

Influencer Participant Toolkit  
Influencer Model Card  
The Six-Sources of Influence card  
A copy of bestselling book, *Influencer: The New Science of Leading Change*  
Influencer Audio Companion

## Presented by:



**QNET**

660-175 Hargrave, Wpg, R3C 3R8  
[mail@qnet.ca](mailto:mail@qnet.ca) / [qnet.ca](http://qnet.ca)

## In partnership with:



Industry Services, Jobs and the Economy, Province of Manitoba

Based on the bestselling book *Influencer: The New Science of Leading Change*, QNET is pleased to present:

## Influencer Training®

**Wednesday & Thursday, January 18 & 19 - 7:45 a.m. to 5:00 p.m. (both days)**  
**Location: QNET – Suite 660, 175 Hargrave Street, Winnipeg**

This two-day leadership course teaches proven strategies to drive rapid and sustainable behaviour change for teams and organizations. By learning how to discover and counteract the complex web of forces underlying resistant organizational problems, you'll be able to make change inevitable.

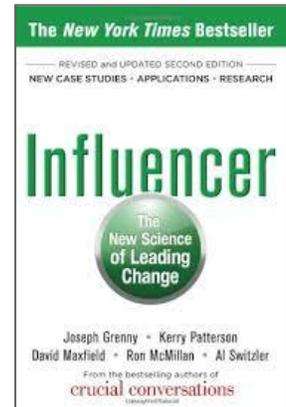
### *An Influencer motivates and enables others to change*

Influencer Training is ideal for teams and organizations looking to overcome profound, persistent, and resistant problems. The training provides leaders with the skills to develop an effective and comprehensive influence strategy.

The course uses a combination of live training, compelling videos and useful tools. Engage in extensive in-class practice, group participation, and personal planning as you learn and develop strategies for resolving tough issues. [Course overview](#)

### Learn how to:

- Diagnose the causes behind any team or organizational problem.
- Identify high-leverage behaviours that, if changed, will lead to desired results.
- Rely less on formal authority to effectively motivate and enable others.
- Use Six Sources of Influence to make organizational change inevitable.



*Influencer Training® provides proven strategies for leaders to uproot entrenched habits and execute change initiatives in teams and entire organizations.*

## Workshop Facilitator

**Tamara Kerr, President, Shared Visions & Master Certified Trainer, Influencer®**

Tamara brings more than twenty years of experience in leadership development and organizational effectiveness to the VitalSmarts Facilitator Faculty, with extensive experience introducing and teaching crucial skills to audiences of all sizes. An award-winning leader, Tamara is praised for her outstanding facilitation skills with specialization in leadership development, performance management and team effectiveness. Tamara earned a bachelor's degree in Social Psychology from the University of Regina and holds diplomas in Adult Education and Business Administration with the Saskatchewan Institute of Applied Science and Technology.

## Course Fee

QNET / APICS / HRMAM / MB Aerospace Members \$995+gst / Non-members \$1095+gst  
\*NOTE: Early Bird discount of \$100 until December 20, 2016 (reduces fees to \$895/\$995)

**Register at [qnet.ca](http://qnet.ca) or phone (204) 949-4999**