

LEADING WITH INFLUENCE

DEVELOP YOUR NEXT GENERATION
OF SENIOR LEADERS

F2F COHORTS - MASTERCLASSES - WEBINARS - SELF-LEARNING

THE
CHANGE
CATALYST
SERIES™

CHANGE::STRATEGY
changeandstrategy.com

LEADING WITH INFLUENCE

Leadership today is not about hierarchy. It is about influence.

‘Traditional leadership development programmes aren’t cutting it!’

***‘71% of HR leaders say they are not adequately developing their mid-level leaders.
64% say they are not preparing their leaders adequately for the future.’***

(Gartner 2025)

**The Leading with Influence programme fills these business-critical gaps.
Designed to develop your next generation of senior leaders.**

The programme has been designed in conjunction with L&D professionals from client organisations worldwide to develop emotionally-intelligent leaders who reach out and engage others to deliver extraordinary results.

For in today’s world of flattening organisational structures, virtual teams, hybrid working, outsourcing, partnerships and accelerating change, leadership is not about hierarchy – it is about influence.

The programme has been delivered globally with audiences of 20 to 200.

Available in 3 formats:

1. The half-day masterclass

Ideal for leadership conferences. as a teaser session for the full programme or as an add-on to the online version.

2. The in-person cohort programme

For up to 20 next-gen leaders at a time – ideal for key talent and immediate successors for your senior leadership team.

The cohort programme includes online mentoring sessions to cement the learnings and make them personal.

3. The online self-learning programme

A scalable and affordable way to embed the key elements of the entire programme throughout your organisation, ensuring everyone possesses the ability to lead with influence.

Or a **hybrid combination** of the above.



T.RowePrice 

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Benchmark



 **BARRYPLANT**

Nottingham
Building Society

C2S
The Growth Consultancy



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1. The half day masterclass

For your next leadership conference.

The Leading with Influence half-day masterclass is ideal for leadership conferences, as a teaser session for the full program or as an add-on to the online self-learning programme.

It is highly interactive, high energy and high impact: providing leaders at all levels with key 'light bulb moments' that they can put into practice immediately and inspire them to learn more about 'leading with influence.'

The masterclass covers topics such as:

- How poor leaders make you feel
- The traits of a good leader
- The 12 traits of extraordinary leaders
- The power of emotional intelligence
- Why 88% of change initiatives fail
- The secret ingredients of successful change
- How we react to change
- Influencing without authority
- Communication that works
- The foundations of influence
- The lost art of stewardship



Testimonials:

"Excellent session. Thank you!" CEO Investment Firm, London

"The leadership team are still talking about your masterclass. They loved your energy. Inspirational." CEO Wealth Manager, London

"Just what I was wanting, Campbell – you challenged all of our Principals and made them think. Thank you!" CEO Real Estate Network, Barcelona

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2. The in-person cohort programme

For your key talent.



There is nothing better than face-to-face cohort learning to hone the key skills that will transform the impact of your next generation of senior leaders. Ideal for your key talent and the successors for your senior leadership team.

Together, we curate 6 modules from the full 9-module programme and conduct 6 half-day in-person workshops over six months with 20 of your next generation leaders.

Each cohort programme includes:

- 6 half-day classroom sessions
- 1:1, peer and group mentoring sessions to personalise the learnings
- Online 360 assessments on leadership and emotional intelligence
- Certificate from the Institute of Leadership and 12-month membership
- Programme workbook
- Copies of *The Change Catalyst* and *The Power to Change*
- Full access to the online self-learning programme

The most popular 6-module programme:

1. The 12 traits of extraordinary leaders
2. Emotionally-intelligent leadership
3. Communication that works
4. Leading and embracing change
5. Influencing without authority
6. Action

Popular cohort modules



Reactions from cohort delegates:

“Incredibly thought provoking! “I loved the sessions – so relevant, your experience and anecdotes bring the content to life.”

“I have loved every one of the sessions. A mix of new approaches and some helping me to realise what I know and helping me to put them into practice.”

“Presenting was my biggest fear. Your process and structure is a life saver.”

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3. The online self-learning programme

For every leader – at all levels.

A cost-effective and scalable way to embed the key tenets of ‘leading with influence’ throughout your organisation.

Enhance the impact of every one of your leaders and managers, ensuring that they are able to influence, collaborate and deliver extraordinary results.

The full 9 module programme is available for your people to complete online at their own pace, whenever and wherever they wish.

The online program includes:

- Animated video content for each module
- Detailed worksheets for each module
- Online 360 assessments for leadership & EQ
- The ‘Leading with Influence’ eBook
- The ‘48 Laws of Influence’ mini eBook
- Additional resources portal with insightful articles, videos and downloads
- Certificate from the Institute of Leadership and 12-month membership



Embed the learnings with a choice of add-on options:

- 1. Mentoring Package:** Facilitated checkpoint and group mentoring sessions to embed and personalise key programme insights and tools, hold the delegates to account and transform the learnings into action.
- 2. LWI Live Seminars:** Energise your delegates with Leading with Influence Live seminars.

All 9 Programme Modules



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A hybrid version of Leading with Influence is proving to be exceedingly popular

Most clients are opting for a hybrid version of the programme.

Ideal for cohorts of 15-20 leaders, the hybrid model combines the benefits of all three formats - in a way that is even more cost-effective than the in-person cohort variant.

The hybrid model includes:

- 1. Online self-learning programme** licences for every delegate
- 2. Bespoke online mentoring** package to embed and personalise the learnings
- 3. Live in-person masterclass** to explore certain topics in more detail
- 4. Live in-person final seminar** for each delegate to present their delivery plan to their colleagues.

All 9 Programme Modules



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Contents of each module

Leading in an AI World

1: The 12 Traits of an Extraordinary Leader

- How a poor leader makes you feel
- The 12 Traits of Extraordinary Leaders
- Delegation, empowerment & decision-making

2: Emotionally Intelligent Leadership

- The power of EQ. EQ and Delivery
- Where are you on The Chequerboard of Leadership?
- The 5 Categories of Emotional Intelligence
- Assessing and developing your EQ

3: Communication that Works

- Communication Styles / Surrounded by Idiots.
- 10 tips for highly effective communications
- Written communications that people read, understand and action
- Presentations that engage your audience

4: Leading & Embracing Change

- 5 key truths about change
- The essential ingredients of successful change
- How we react to change
- Overcoming our personal barriers to change
- Acceptance and resilience

5: Strategy, Culture & Agile Delivery

- The 5 elements of a successful strategy
- Creating the culture you need to deliver
- Developing an agile approach to delivery

6: Influencing without Authority

- The challenges of influencing without authority
- The foundations of influence
- The principles of persuasion
- The magic of words
- Influencing your key stakeholders

7: Navigating the Politics

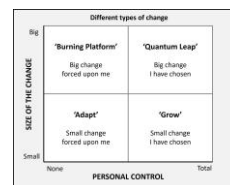
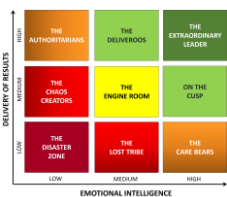
- Two type of politics in the workplace
- Office politics: devils v angels
- Managing upwards
- Managing difficult conversations
- Top 10 tips for being a good politician

8: Highly Effective Teams

- The importance of teams
- Setting your team up for success
- The 9 components of extraordinary leadership teams
- The spectrum of leadership teams
- Assess your team
- How to be an influential team member

9: Action

- Reflection on each of the modules
- Delivering one of your key objectives
- Building a comprehensive action plan using our proven template
- Presenting it to your peers for feedback



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Pricing



1. The half day masterclass

From £5,000



2. The in-person cohort program
(20 students per cohort)

From £2,500 per delegate



3. The online self-learning program

From £345 per delegate

Optional extras also available:

- Mentoring Package
- LWI Live Seminars

1 licence (12 months)	£495
10+ licences	£445
100+ licences	£395
500+ licences	£345

Hybrid Version (price for 20 delegates)

From £1,295 per delegate

- 20 online programme licences
- 8 group online mentoring sessions per delegate
- Live in-person seminar

NB: Plus UK VAT and reasonable expenses (eg travel and accommodation) - if applicable.

Prices in USD, Euro, AUD and other currencies available upon request.

Contact us to tailor a package that suits your organisation.

enquiry@changeandstrategy.com

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