

## 90 Minute Leadership



**OD recognise the challenges our leaders have in managing time constraints and setting aside time for development activities. Short, intensive development sessions can be a useful way of learning. Rather than spending a full day covering a relatively wide range of topics, our "90 Minute" leadership sessions will focus on specific topics, concentrating on key issues rather than the broader picture. The next session is:**



### **"Becoming A Strategic Influencer"**

Influence helps you to make things happen and get results. Greater influence will get you greater results. Yet in a challenging and complex environment like NHS Greater Glasgow and Clyde, how can you increase your effectiveness as an influencer?

This session will begin to answer this question for you by exploring practical processes which have been used effectively at a senior level within NHS GG&C. In particular, this session will:

- Help you learn how to analyse your surroundings
- Think through the challenges that are preventing progress
- Challenge your assumptions and help you adopt alternative perspectives
- Pin down precisely what you need to influence to get your result
- Make decisions about who you need to influence
- Adopt a more strategic approach to your work as an influencer

Using these techniques to take a bigger picture view of the challenges will enable you to take a pragmatic approach in a time efficient manner, and help you to make things happen faster.

*Colin Gautrey, the leader of this session, is an international specialist on the subject of power and influence. He has trained senior level leaders in NHS GG&C. He will lead you through the processes, share his experiences, and help you to apply them to your work and career.*

**Speaker:**  
**Colin Gautrey**

**Date:**  
**Wednesday 8<sup>th</sup> March 2023 at 3.30pm**

**Register for the session - <https://link.webropol.com/ep/onlineleadershipstrategicinfluncermarch2023>**