

# Managing with Power & Influence

July 13 – 14, 2026

PIM, Karachi

Rs. 39,000/=

Note: The Fee is Exclusive of GST.

## Course Description

In contemporary organizations, the success of a leader is defined by their ability to achieve results through others in an increasingly interconnected environment. As interdependence grows between internal departments and external partners, the capacity to exercise influence—beyond mere formal authority—has become a critical hallmark of effective leadership. The Managing with Power and Influence course is specifically designed for leaders and supervisors who must navigate complex professional landscapes to issue directives, organize resources, and make high-stakes decisions. This program empowers those in leadership positions with the strategic tools to build credibility, leverage organizational dynamics, and master the art of persuasion to consistently meet and exceed work objectives.

## LEARNING OUTCOMES:

1. Recognize the nature & meaning of the ability to “influence” in the role of a manager.
2. Learn to influence through the development & usage of your potential “power”.
3. To know suitable strategies, skills & tools to influence others.

## COURSE OUTLINE:

- The Dynamics of Managerial Influence: Understanding the shift from formal authority to strategic influence.
- Leveraging Power Bases: Utilizing personal and positional power to drive organizational impact.
- The Influencer’s Toolkit: Mastering the essential communication and psychological tools for persuasion.
- Strategic Influence Frameworks: Applying proven methodologies to navigate complex workplace dynamics.

## **WHO SHOULD ATTEND:**

- Organizational leaders and managers working at various levels of an organization.
- Anyone who wants to establish his or her authority and influence over others to achieve organizational goals.

## **FOR DETAILS AND REGISTRATION**

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