

Natural Resources Conservation Service

**Leadership Development Framework (LDF)
Tactical Leadership Cluster**

**Relationship/Partnership Management
Recommended Curriculum**

Target Proficiency Level: 4.0

Course: Influencing Skills

Description: Influencing Skills is designed for professionals who want to expand their personal influence within their organization, learn to overcome obstacles, and discover influencing strategies to help build relationships. Through highly interactive activities and discussions, participants learn how to assess influence situations, practice using a variety of influencing behaviors, and build networks. During the course, participants apply learned skills to current work-related influence challenges

Modality: Web-Based

Length: 2 days

Vendor: Management Concepts

Cost: Pricing varies based on number of participants

Stretch Assignment or Project: Lead a New Initiative

Objectives:

- Practice partnering with various groups by sharing information and resources across multiple organizational levels, including updates/changes
- Demonstrate ability to identify new and/or non-traditional partners and new ways to develop relationships with partners that will have a positive impact on Agency goals
- Apply strategies for developing and managing relationships with national leadership to gain endorsement for initiatives and help achieve common goals

Assignment or Project Considerations:

- Include opportunity to partner with various internal and external groups/contacts
- Focus on identifying new and/or non-traditional partners that can positively impact the Agency goals
- Be flexible regarding individual roles, responsibilities, workload, etc.

Modality: On-the-job

Length: Ongoing; dependent on details of initiative

Vendor: N/A

Cost: N/A