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.

<table>
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<tr>
<th>Modality: Web-Based</th>
<th>Length: 2 days</th>
<th>Vendor: Management Concepts</th>
<th>Cost: Pricing varies based on number of participants</th>
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</thead>
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### 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.

<table>
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<tr>
<th>Modality: On-the-job</th>
<th>Length: Ongoing; dependent on details of initiative</th>
<th>Vendor: N/A</th>
<th>Cost: N/A</th>
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