Learning Circle for Network Leadership

April 22, 2014 – Los Angeles, CA

Today’s Objectives

• Participants will appreciate the importance of influence within the Network Leader's toolbox;

• Participants will adapt and apply key concepts of “influence without authority” to the HEAL Zone context;

• Participants will commit to using their influence to accelerate progress on a key CAP strategy.

Essential Intangibles of Collective Impact

- Relationship and Trust Building Among Diverse Stakeholders
- Leadership Identification and Development
- Creating a Culture of Learning
Diagnose the world of the other person

Dealing with relationships

Assume all are potential allies

Identify relevant currencies, theirs, yours

Influence through give and take

Clarify your goals and priorities

Diagnose the world of the other person


THE LAW OF RECIPROCITY
Assume All are Potential Allies

Clarify your Goals & Priorities

Diagnose the World of the Other Person
Identify Relevant “Currencies”

Influence through Give and Take

WIN-WIN EXCHANGES
EXERCISE: Who’s Got the Best “Influence Opportunity”???

Shake it up!

Influence Stories

lori Tiffany
Ninfa Delgado
Café Influence:
Creative Cooking with Carrots

Question #1
How do you set goals and establish priorities when implementing CAP strategies?

Question #2
What are some creative ways for “diagnosing the world” of particularly challenging partners?
Question #3

How can you use "currencies" to establish win-win exchanges for the challenges you've discussed?

Closing Reflections

Thank you for participating!

Please Turn in Your Survey

For more information on the HEAL Zone Initiative and for Learning Community materials and resources visit

www.HealZones.org