

The Gestalt Institute of Cleveland

Course Description

Influence. Action. Change!™

Register Online

September 25-28, 2011

November 14-16, 2011

Sunday, September 25 session is an evening session

Rick Maurer's [video](#) on **Influence. Action. Change!™**

Special reduced rates if two or more people come from an organization.

Challenge: Get your ideas heard and people to commit to them

Do your ideas often fail to be recognized as the winners you know them to be? Do you find it challenging to convince others to commit to a course of action? Do you sometimes fail to get the support you need from coworkers, bosses, those who report to you?

Good ideas are sure to stillborn when those proposing them are unsuccessful in creating needed excitement and commitment. Projects, no matter how worthwhile will fail when needed support just isn't there.

When your success depends on the support, commitment, and resources of others, you have to be very good at influencing people. For most leaders, consultants, coaches, and individual contributors, the ability to influence individuals, boards, teams, and sometimes entire organizations is critical to success.

People who get things done in organizations understand how to influence others, and that is deep and highly developed.

Solution: Influence. Action. Change!™

This program teaches you what it takes to get support for your ideas, and it provides an opportunity to practice, receive feedback, and apply what you are learning in your real job. This high value, practical program will provide you with an understanding of how gestalt theory and practice can be applied to your life and work to engage and influence people more effectively. And, it will show you how to turn that knowledge into practical action.

*"Since studying at the Gestalt Institute of Cleveland,
I relate to people differently. Every behavior
that drives leadership success has improved.
My stock has gone through the roof!"*

Ginger Whitson - Allstate Insurance
Senior Organization Effectiveness Consultant

Who: You - if you are a person who

- Works with large scale change and needs to get people aligned around a common vision and engaged in planning and implementation or,
- Is responsible for ensuring that the change comes in on time, within budget, and meets business objectives, or
- Wants to become a more effective leader, or
- Provides coaching throughout an organization, or
- Must influence without having formal authority - for example, an individual contributor whose success rests on his or her ability to influence others in the organization - or
- Needs to influence key people across an organization to support your work - to get things done

Takeaway: Successfully complete Influence. Action. Change!™ and you will

- Be more effective at leading and influencing others on the job and in your life
- Increase your ability to plan and implement change both large and small
- Improve your working relationships with the people most critical to your success
- Have begun to learn how to apply gestalt principles to your life and work

We expect a return on any significant investment we make. We know you are no different.

"My experiences and learning at the Gestalt Institute of Cleveland gave me a new perspective through which to view the world and a framework to understand and language what I saw. My perception and sense of being in the world became much more dynamic and multifaceted. I am grateful for the way my world expanded through that experience and how the wisdom gained at GIC has allowed me to positively engage and lead others."

Thomas "Tom" Stratton - Syngenta
Continuous Improvement Manager
NAFTA Supply Chains

Curriculum: You're busy and we know it, so

This program uses a blend of in-person sessions, Web-based conversations and seminars, case studies, coaching via phone, and action learning back on the job. Experience has shown us that this approach provides the maximum opportunity to learn and practice without adding more stress to your life.

Phase 1: Lay the foundation

Phase 2: Kickoff, develop a plan, and get to work

Phase 3: Apply what you are learning back at work

Phase 4: Synthesize what you learned and identify next steps

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"Since taking a program for organizational health at the Gestalt Institute with Rick & Jacquie, my colleagues and clients have remarked that I am more attentive, easier to engage with, and potentially controversial meetings "just seem to go better" when I am there. I feel much more

grounded and objective when I see conflict within organizations - whether surfaced or buried - and I am able to influence the various groups to collaborate objectively rather than continue with subtle, yet fierce, resistance."

Drucilla "Cil" Knutsen - Principal, NEO Innovation Consulting
Board member for several nonprofit organizations

Fees **Your investment in your future success**

\$4,200 includes all training sessions at the Gestalt Institute of Cleveland, all podcasts, all online and phone discussions, all individual coaching sessions, and all materials.

Faculty **Your experienced program leaders and teachers**

Jacqueline McLemore, PhD [Bio website](#)

Rick Maurer, MA [Bio website](#)

Promise: Our word that we will

- Bring our experiences as consultants, coaching and gestalt educators/leaders to this program.
- Show up energized and ready to work with you.
- Listen to you, adjust, modify, and continually ensure that we are bringing the best of what we know about change and gestalt to your practical interests.
- Provide extensive support to those new to gestalt so that on the first day of the program you will be ready to begin applying what you are learning.

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