

Influencing Change

The Solution to Supply Chain's Change Challenges



Does this sound familiar?

- » Floundering organization transformation
- » Unacceptable savings leakage
- » Elusive spend categories
- » Lagging technology adoption
- » Failed projects

Failed change efforts carry a high cost

- » Wasted dollars
- » Lost opportunities
- » Damaged reputation
- » Frustrated employees
- » Organizational cynicism

There's a better way: **Influencing Change.**

- » *Successfully lead Supply Chain-driven change initiatives.*
- » *Reduce errors and Supply Chain project failures.*
- » *Diagnose root causes and create effective solutions.*
- » *Extend your influence across an organization – with or without formal authority.*
- » *Transform Supply Chain culture.*

Unlike traditional change management:

Influencing Change is a revolutionary change management methodology that works by:

- » identifying status quo behaviors that subvert change.
- » developing a comprehensive plan for successful, sustainable change.
- » narrowing the focus to vital, high-leverage behaviors that pave the way for change.
- » employing **Six Sources of Influence™** to make change inevitable.

Six Sources of Influence™

	Motivation	Ability
Personal	1 Help Them Love What They Hate	2 Help Them Do What They Can't
Social	3 Provide Encouragement	4 Provide Assistance
Structural	5 Change Their Economy	6 Change Their Environment

Influencing Change includes...

- » a two-day on-site training program that teaches the Influencer methodology and skills, uncovering vital behaviors and developing six source strategies for success.
- » instruction in application of skills and methodology to get a start on your personal influence challenge plan.
- » a combination of live training, compelling videos, and a written toolkit to ensure success.

Influence Change.

Contact the Change Experts at Paladin Associates and get started today.

Ready for the Future of Procurement?

According to a 2014 Deloitte Global CPO Survey, nearly 7 out of 10 procurement leaders describe their internal influence as “mixed” and as a result have “yet to create sufficient demand for their services.”

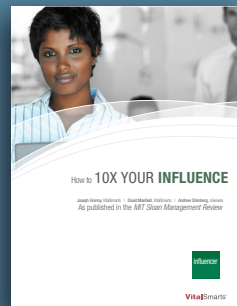
What’s more, according to the survey, 57% of procurement leaders admit their teams don’t have the right skills to execute on the CPO’s vision.

The Good News: Influence isn’t just an attribute, it’s a learned skill. AND WE CAN TEACH IT TO YOU.

For the past 30 years, VitalSmarts has studied the most influential executives and leaders and uncovered a proven methodology for changing human behavior. Those who learn this model of influence are able to:

- » Identify the right behaviors that lead to rapid and sustainable change
- » Diagnose the real causes behind behavior problems
- » Effectively motivate and enable others to change
- » Create powerful behavior-change strategies

Most importantly, those who use this model of influence increase their chances of success tenfold.



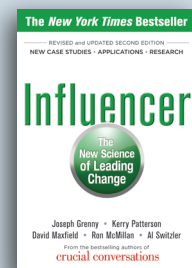
Download the study “How to 10X Your Influence” at PaladinAssociatesInc.com/influencingchange.htm

Let us help you increase your influence.

It’s time you’re prepared for what Deloitte forecasts to be a period of rapid “growth and increased spending, alongside continued weakness in the supply market, [that] will have a material impact on the procurement agenda.”

Get Started.

Paladin Associates has collaborated with VitalSmarts, developers of the Influencer methodology, to offer Influencing Change, a two-day on-site training program. Learn more and register today or call 770-315-1581.



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