

ENCLARIA

*Influence Change at Work.*<sup>™</sup>

presents:



# **Fundamentals of Change Management**

How to Design and Influence Change at Work  
Three-Day Workshop

To do your job effectively, do you need other people to change the way they work – their processes, behaviors, priorities, attitudes, and ultimately, their results? **Fundamentals of Change Management** is an essential course for those who need to influence change at work.

No matter what type of project you're implementing, this 3-day workshop will equip you with the steps, tools, and skills to facilitate the adoption of change in your organization.

### Who should attend?

The methodology taught in this course was developed for people working within organizations who are responsible for implementing change without having much authority. While these change practitioners go by many titles, they have one thing in common: in order to achieve the desired results, other people in the organization will need to change the way they work.

### You will benefit from attending this workshop if:

- You are planning a project, and want to figure out how to get people to adopt the new way of doing things.
- You're stuck in the middle of a project that isn't going as well as you hoped.
- You're a professional who recognizes that people will make or break your ability to get things done.
- You seek practical tools to build the change capability of your organization.
- You're a new or experienced change practitioner looking to expand your toolkit, increase your influence, and qualify for the ACMP® Certified Change Management Professional (CCMP™) accreditation.



## Course Objectives

By completing the Fundamentals of Change Management course, you will:

Understand how change works at the individual and organizational level



Learn a straightforward model to organize change management activities



Clarify what really needs to change in order to achieve the desired results



Learn how to uncover and reduce resistance



Identify how to gain leadership support and engage stakeholders



Design key elements of your change initiative, such as communication and learning plans



Build the skills to personally influence change



## Course Agenda

<b>Day 1</b>	Intro to Change Management
	Define Your Change
	Assess Change Impact
	Uncover and Reduce Resistance
<b>Day 2</b>	Establish Roles and Relationships
	Gain Leadership Support
	Engage and Enable Stakeholders
	Ensure Accountability
<b>Day 3</b>	Pinpoint Communication
	Apply Your Personal Influence
	Put It All Together
	Sustain the Change



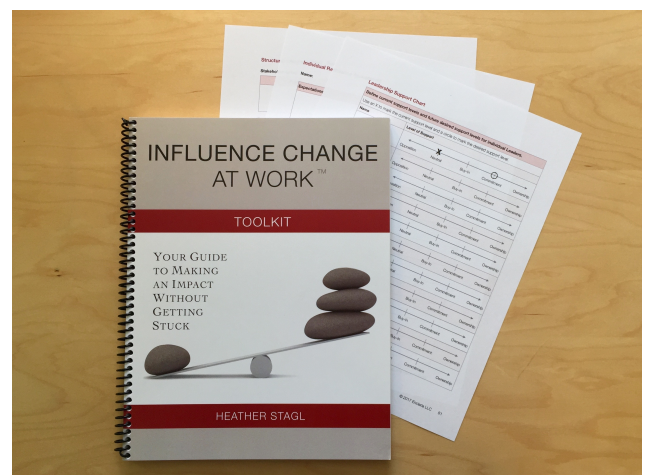
### Real-World Application

In this course, you will learn the principles of change management while applying them to your own project. Bring your team to multiply the learning and make real progress during the workshop.

## Course Materials

As part of this course, you will receive the following materials:

*Influence Change at Work™ Toolkit* (Workbook)  
*99 Ways to Influence Change* (Paperback)  
30+ Electronic templates  
Course handouts





## Why Enclaria?

A sound change methodology and a toolkit full of practical templates give you a solid foundation as a change practitioner. Yet, designing change alone will not achieve results. Your ability to implement change relies on effectively using your influence. In this Fundamentals workshop, we take traditional change management one step further by building your influence skills throughout the methodology. After three days, you'll leave not only with a set of tools that will help you design your change initiative, but with practical steps you can personally take to influence change at work.

Enclaria has gained the Qualified Education Provider™ status from the Association of Change Management Professionals® (ACMP®) for this Fundamentals of Change Management course. The QEP status signals that this course aligns with ACMP's Standard for Change Management© and adult education best practices. For clients seeking ACMP's Certified Change Management Professional™ (CCMP™) accreditation, taking this QEP course will ensure a quicker review process for your application as well as help you prepare for the related CCMP exam.



### **Instructor: Heather Stagl**

Enclaria founder Heather Stagl partners with individuals and teams to equip them to influence change at work. She has 20 years of change management experience, including projects such as process improvement, strategy execution, culture change, and system implementation. She holds a Bachelor of Science in Industrial Engineering from Northwestern University and an MBA in Leadership and Change Management from DePaul University.



## Venue

Locations may vary. See individual events for details.

## Tuition

\$1,795 Early bird rate may apply. See individual events for details.

To ensure quality, space is limited to 12 participants. Register early to reserve your seat!

To register, please visit:  
**[www.enclaria.com/events](http://www.enclaria.com/events)**

For more information, please contact:  
678.644.2886  
[heather@enclaria.com](mailto:heather@enclaria.com)