



Strategic Influencing and Political Savvy – Dealing With “Strong Characters”

James Paterson

Course Objectives

- Review of stakeholder management and networking techniques
- Understanding your brand and the brand of the internal audit function
- How audit plans and assignment plans can help / hinder your relationships with stakeholders
- How different personality types and influencing styles can work better / less well together and what to do about this ..
- Understanding how pressure can affect the way people behave and influence one another.
- Understanding the psychology of auditing and influencing without authority
- Understanding different political types and how to recognise them
- Recognising «high stakes” situations and how to anticipate and manage the political opportunities and political traps for auditors ..

Who should attend?

Senior Audit Managers and heads of internal audit

Course programme

Following a keynote presentation to the ECIIA in 2019, James has spent the past two years working with senior auditors and heads of internal audit to help them manage the difficulties of influencing when everyone is busy dealing with challenges and it is hard to to even get time to have a sensible discussion about audit issues.

One of the reasons for this is that when organisations are under pressure the usual techniques of stakeholder management and “adding value” are less likely to succeed. This is because challenges organisations face can dilute the relative importance of audit findings and also the priority to get them remediated on a timely basis.

The results of this can be rather disappointing for internal audit teams - when good work is not appreciated the way it should be.

This is a course that will help you properly understand some of the psychology of what happens when organisations are under pressure and why it can be more challenging to deal with senior leaders and strong characters.

Strategic Influencing and Political Savvy – Dealing With “Strong Characters”



Price

€ 320

€ 250 (members
IIA Greece)



Venue

virtual seminar via
tele-conference

CPE's: **7**

Curriculum vitae

James Paterson, MM, CIA

James is the former CAE of AstraZeneca. He delivers training for over 14 of the IIA Institutes in Europe. He also helps clients prepare for external quality assessments. He has presented at 3 international IIA conferences. He is the author of the book “Lean Auditing”, published in 2015 which looks at lean and agile ways of working, whilst still complying with IIA standards.



The Institute of
Internal Auditors
Greece

Registration - Information: tel. +30 210 8259504, e-mail: training@hiia.gr