Managing Without Authority (XAPM214)
Sample Agenda

Day 1

12:00- 1:00	Registration and Lunch Buffet
1:30- 2:45	Introduction and Reading the Context
	Presented by Stephen Barely and John Boose
2:45- 3:00	Break
3:00- 5:00	Reading the Context- Frank Mason Case Study, *continued*
	Presented by Stephen Barely and John Boose
5:30	Reception- Stanford University Campus

Day 2

7:30- 8:00	Continental Breakfast
8:00- 9:45	Principles of Influence
	Presented by John Boose
9:45- 10:00	Break
10:00- 11:00	Building Credibility
	Presented by Gregg Warnick
11:00- 12:00	Persuading Others
	Presented by Gregg Warnick
12:00- 1:00	Lunch
1:00- 3:00	Solving Problems
	Presented by John Boose
3:00- 3:15	Break
3:15- 5:00	Solving Problems, *continued*
	Presented by John Boose

Day 3

7:30- 8:00	Continental Breakfast
8:00- 945	Building and Maintaining Networks
	Presented by Gregg Warnick
9:45- 10:00	Break
10:00- 12:00	Organizational Politics
	Presented by John Boose
12:00- 1:00	Lunch
1:00- 3:00	Influencing Up
	Presented by Gregg Warnick
3:00- 3:15	Break
3:15- 5:00	Putting it all Together- Elizabeth Best Case Study
	Presented by Stephen Barley