

The Power of Influence
Michael Grinder, Michael Grinder Associates
Teleclass broadcast sponsored by GOJO (www.gojo.com)

Broadcast live from IPAC Canada 2015 Conference

The Power of Influence

Michael Grinder
Michael Grinder Associates
Battleground, WA

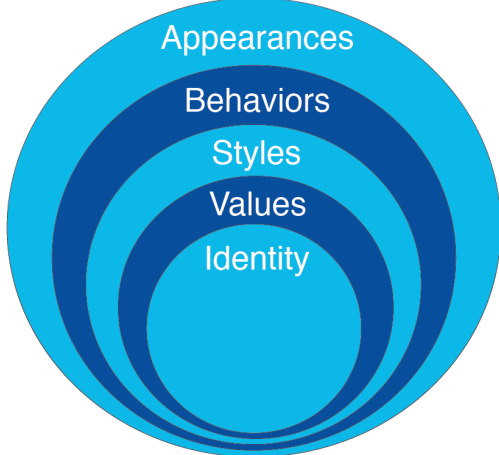
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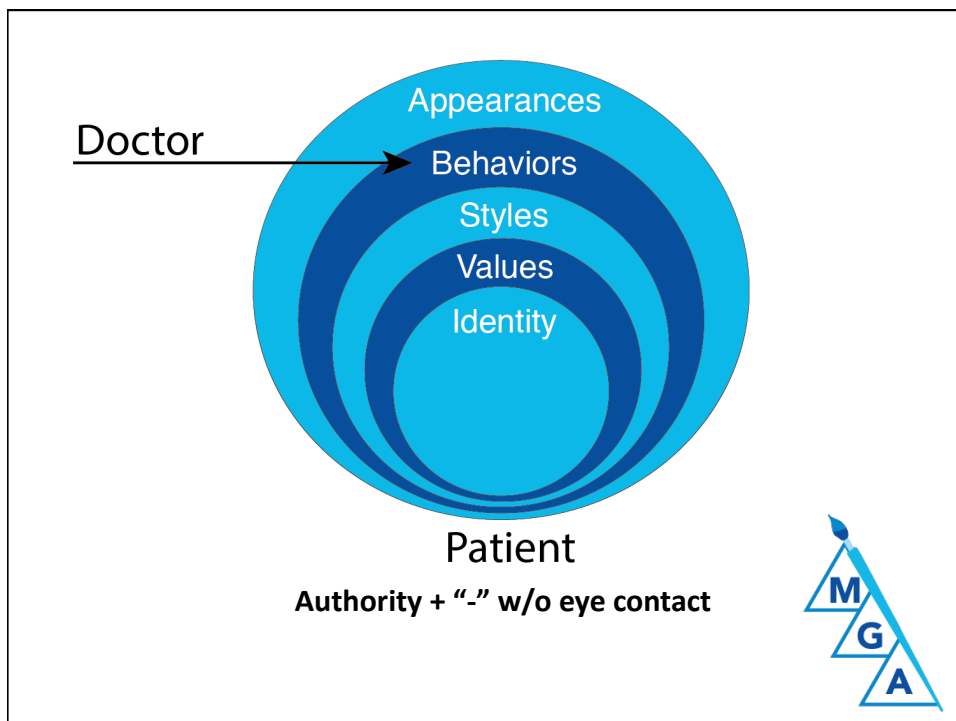
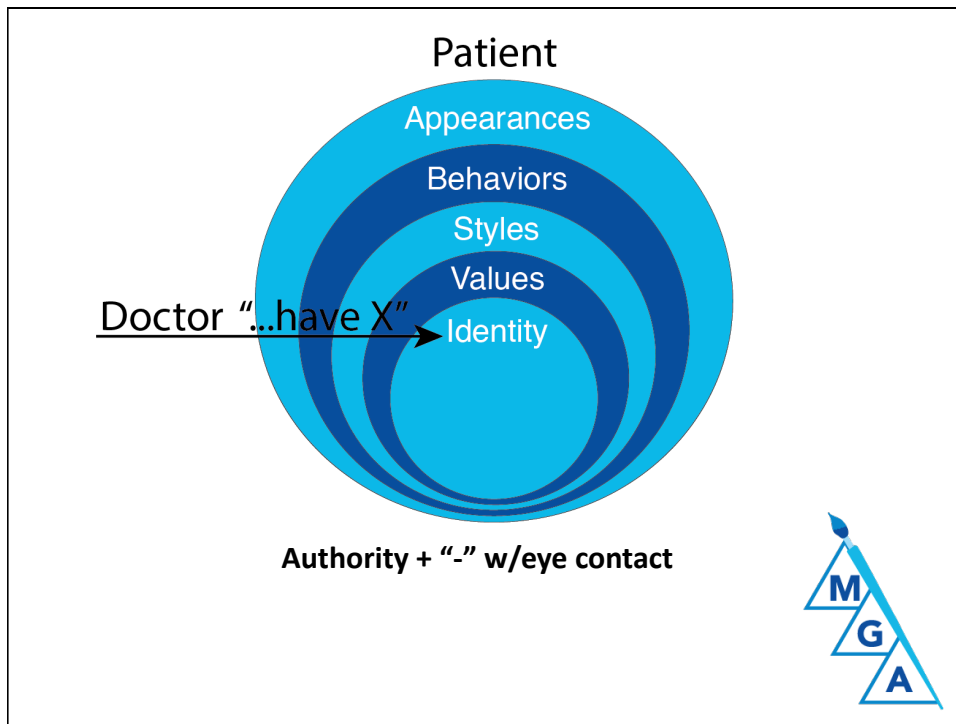
Circles of Humanness





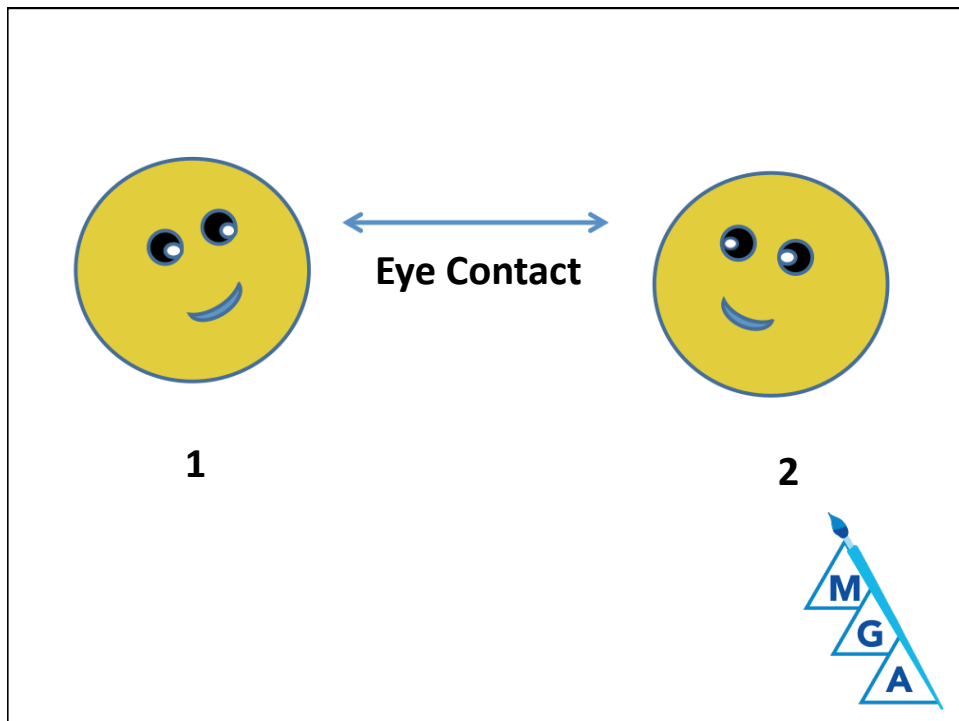
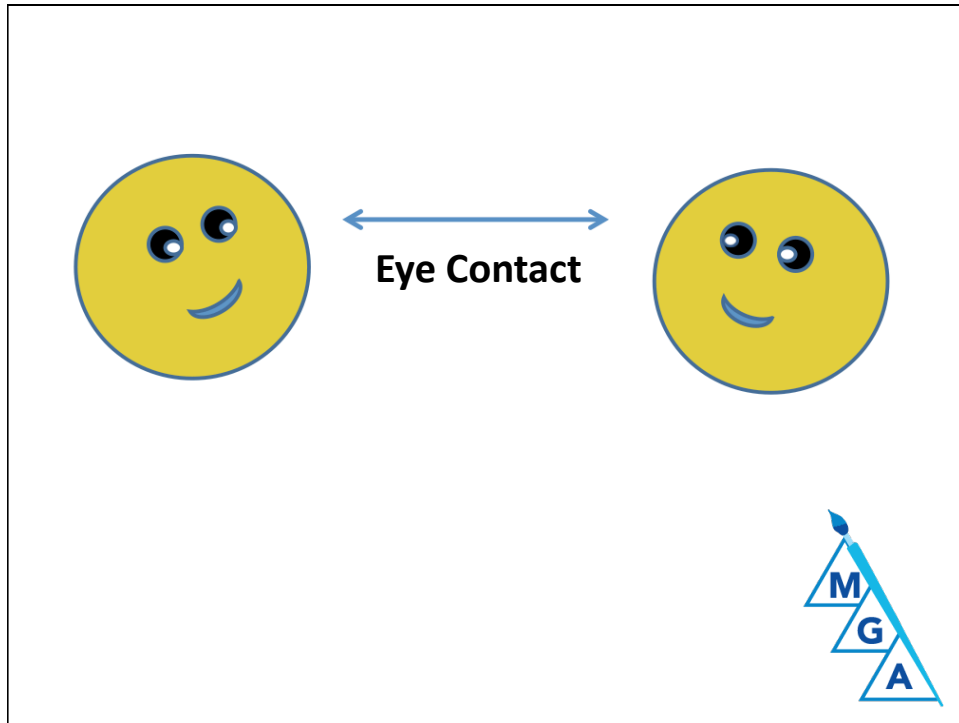
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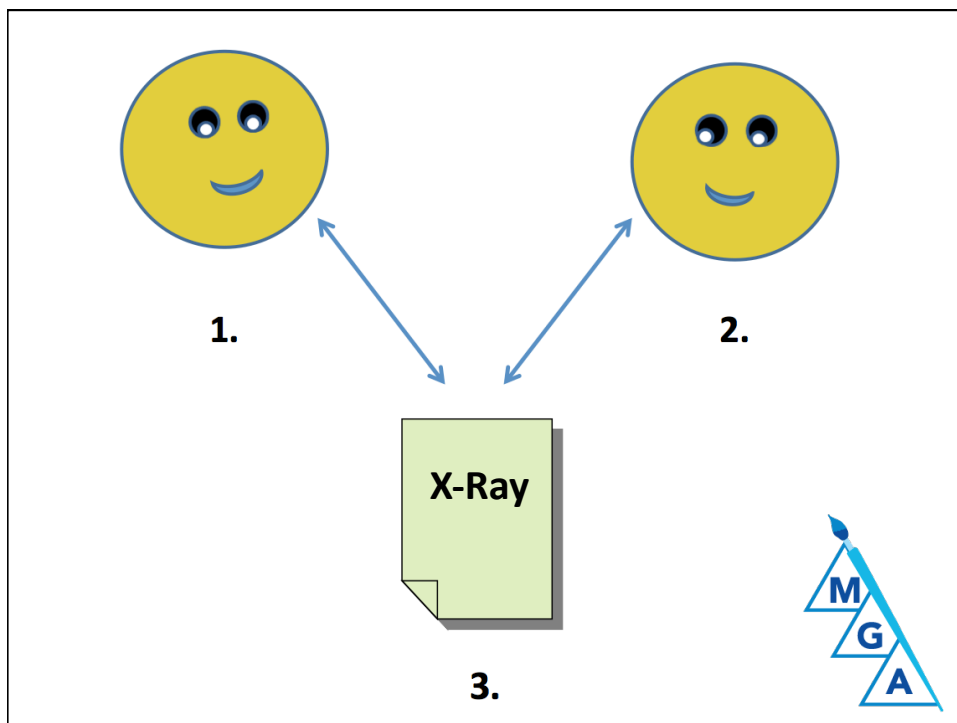
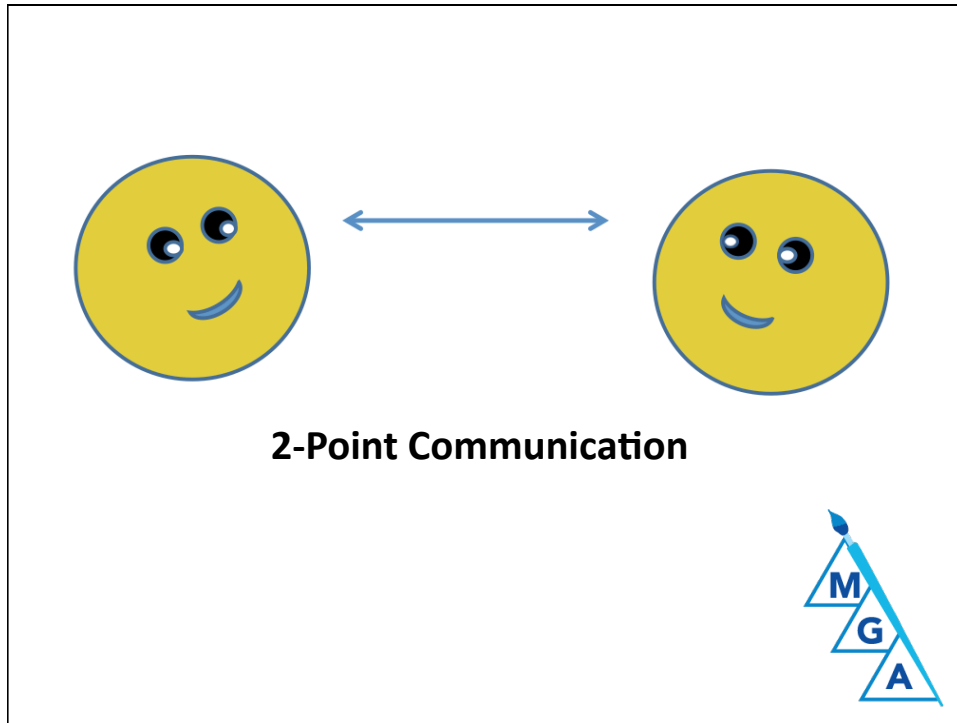
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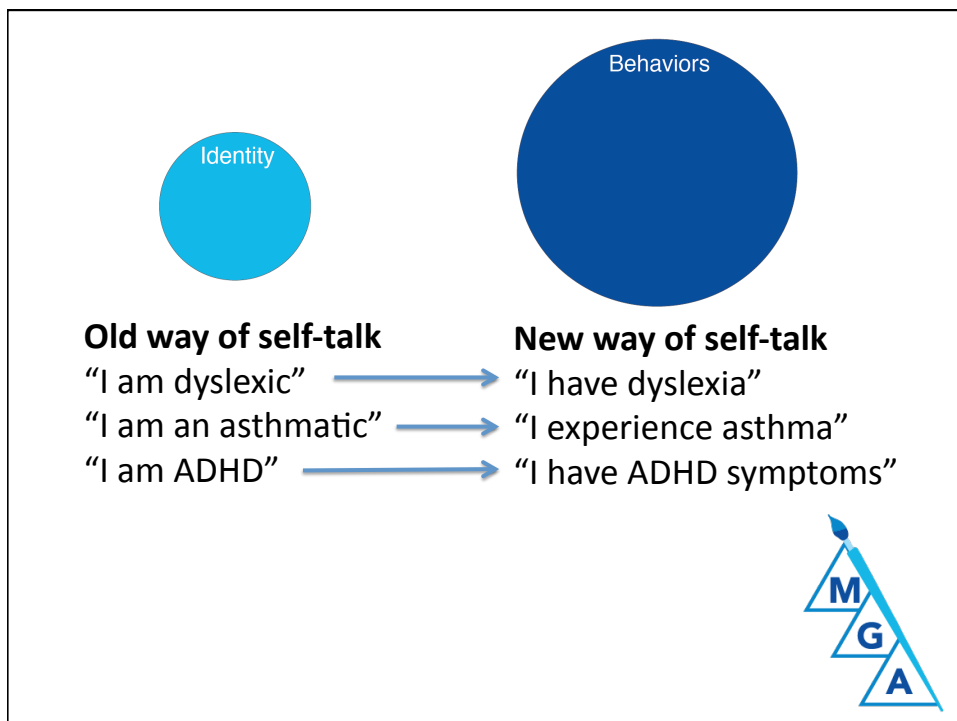
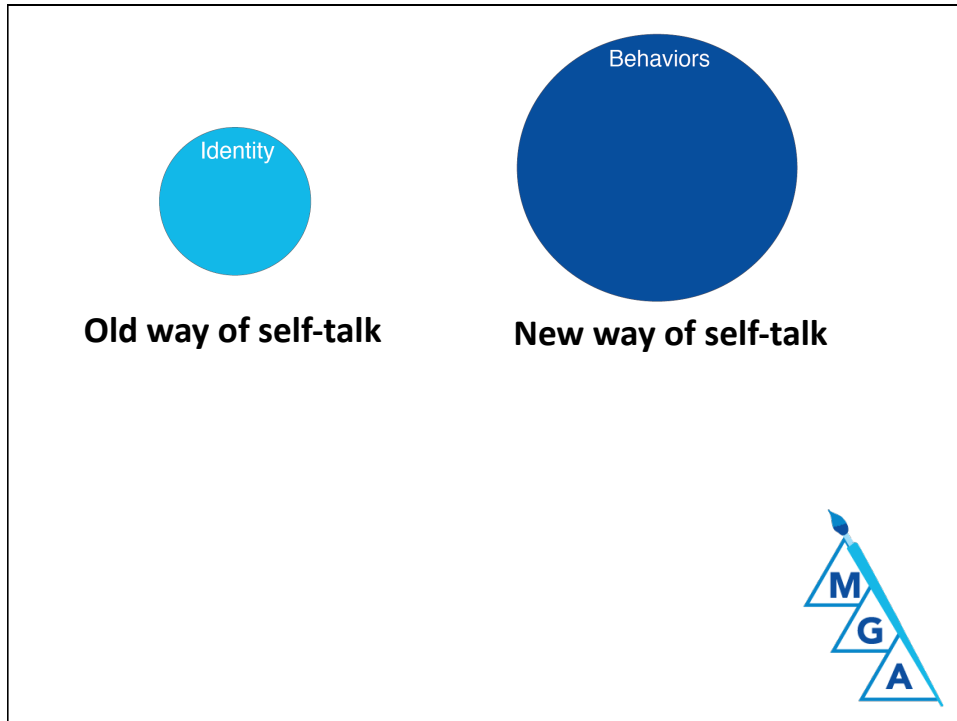
“+” Content  **2 Point**

“-” Content  **3 Point**



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Feedback

1. Have the paper in front of the patient
2. Sit with your dominant hand closest to the patient
3. Coordinate your eyes and hand when transitioning from eye contact to looking at the paper



Feedback

4. When looking at the patient, use a friendly, approachable voice.
5. When looking at the paper, use a more business-like, credible voice
6. Pause when looking at the paper
7. Offer assistance



The Power of Influence

We are inadvertently in love
with the Influence of Power

We need to be in love with
the Power of Influence



Welcome to IPAC Canada
IPAC Canada is a national, multidisciplinary association committed to the wellness and safety of Canadians by promoting best practice in infection prevention and control through education, standards, advocacy and consumer awareness.

Knowledge Resources

- › Audit Toolkit
- › Calendar - Canada
- › Calendar - International
- › Canadian IPAC Courses
- › CNISP Publications
- › Emerging Infections (e.g. flu)
- › Evidence-Based Guidelines
- › Immunization Information
- › Online Novice IPAC Course
- › Position Statements & Practice Recommendations
- › Roadshows & Webinars

Professional Resources

- › Certification in IPAC
- › Chapter Map
- › Chapter Websites
- › Corporate Membership
- › Employment Opportunities
- › Funding Opportunities
- › Infection Control Week
- › Member E-news
- › Member E-mails
- › Products
- › Professional & Practice Stds
- › Research Opportunities

2015 IPAC CANADA CONFERENCE
Surfing Waves of Change
VICTORIA BC JUNE 14-17, 2015

REGISTRATION
DOWNLOAD HANDOUTS
EXHIBITORS/SPONSORS

Membership
New & Renew

News Headlines

News Archives

- **IPAC Canada Annual General Meeting:** The Annual General Meeting of IPAC Canada will be held on Wednesday, June 17, 2015 at the Fairmont Empress (Crystal Ballroom), Victoria, BC at 0700 hrs. Members may vote on business arising at the AGM by proxy using Form #15 which must be submitted to the IPAC Canada Secretary at the IPAC Canada office no later than **Friday, June 5, 2015**. Download Agenda and Rules of Order. More information...
- **Employment Opportunity:** A Director of Infection Control (Full-Time) is required for Norfolk General Hospital in Simcoe, ON. Apply by **4pm, June 14th, 2015**. More information...

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