

# How Systems Engineers Can Influence Without Authority

Thursday June 10, 2021  
7:00 – 8:30 PM CDT



**Tim Boyd**

Caltech Center for Technology and Management Education

A **FREE** Virtual Event  
Registration Required

**Tim Boyd** specializes in systems engineering, project management and organizational leadership development. He has experience in a wide variety of mission areas including space, air and ground systems as well as systems engineering life cycle.

Currently, Mr. Boyd teaches leadership, systems engineering, and project management courses in the Caltech Professional Education program. He also serves as the manager of software operations for the western region of engineering at Northrop Grumman, where manages technical performance, strategic staffing, and leading and implementing core enterprise initiatives to improve program performance. He has worked as a systems engineer, project manager, technical team lead and cost account manager. Mr. Boyd has worked with The Bottom Three, an organization focused on training and developing the next generation of leaders in engineering organizations through the creation of workshops focused on applicable, real world scenarios.

Additionally, Tim has served as a professional coach and facilitator with the American Society of Engineering Education, B/E Aerospace, IJK Controls, and Northrop Grumman.

**Host:** INCOSE Heartland Chapter  
**Contributing and Guest INCOSE Chapters:**  
Canada, Michigan, Three Rivers & Wright Brothers

**Description.** A system engineer's effectiveness is determined by how well they can influence others. This presentation is on tools and techniques to increase your competence in the areas of communication, influence, and people problem-solving. The focus is on the real-life challenges systems experience in the workplace. You will learn to:

- Influence through trust, credibility, and respect ... vs. fear
- Listen with empathy without giving up your position
- Facilitate problem-solving in challenging situations
- Exercise personal power to positively impact your team
- Stay centered in conflicts to reduce tensions and set the stage for growth



**REGISTER**

Sean Mahrt, Program Director,  
INCOSE Heartland Chapter



HEARTLAND CHAPTER

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