


INFLUENCE & PERSUASION

IN THIS SEMINAR, YOU WILL:

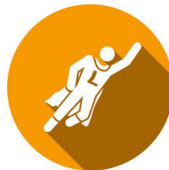
- Learn to understand the benefits of goal setting
- Improve their personal power
- Learn to live up to their potential
- Learn to influence and motivate peers
- Learn to influence people through involvement
- Learn to manage stress
- Learn to identify the reason behind every organization's problems
- Use positive change strategies to target behavior leading to desired results
- Learn how to motivate participants



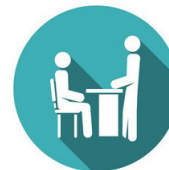
Everyone needs to be a better influencer. Whether it is getting a colleague to help with a project or motivating an entire team, hardly a day passes we don't try to influence ourselves or others to do something different. Some people seem to be able to do it effortlessly, and almost without anyone noticing, where others fall back on the power of their position to enforce what they want. Persuasion skills can be learned just like any others, and they are a key part of being able to influence others to achieve your goals and objectives. In Elevate BDG's Influence & Persuasion workshop, you will learn how to diagnose the causes behind any team or organization problem; identify high-leverage behaviors if changed will lead to desired results; rely less on formal authority to effectively motivate and enable others; and use six sources of influence to make organizational change inevitable. Each participant will take a Behaviors & Motivators assessment prior to the training so we can incorporate the results and understand your ideal method of communication and help each member of your team communicate better with their peers. With use of real-life application, video, group discussions and skill practice this seminar will show you how to achieve effective dialogue at all levels in your organization and reduce deference and defiance.

THIS COURSE IS PAIRED WITH AN ASSESSMENT SO ADVANCED THAT IT WILL REVEAL THE TRUE LEADERSHIP POTENTIAL OF YOUR EMPLOYEES!

TAKE THE COMPLETE LEADERSHIP BOOTCAMP!



ACCOUNTABLE LEADERSHIP



HANDLING CRITICAL CONVERSATIONS



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COURSE AGENDA

RECOMMENDED DURATION: 2-DAY

Module 1:

Four Power Types

- Positional: Theory X and Theory Y
- Coercive
- Expert
- Personal: Eye of the beholder

Know Your Purpose

- Goal setting: SMART Goals
- Manage your goals
- Break through and reach your goals

Your Personal Power

- How to use it
- How to be persuasive
- Effective decision making
- Living up to your potential as a person
- Improve personal efficiency

Cooperation

- Skills we need to improve: for ourselves and for others
- How to bring about genuine, effective progress

Lateral Leadership

- How to influence our peers
- Training for when you become positional leader
- Influence people through involvement

Module 2:

Implementation

- Find better solutions
- Help those you work with make successful collaborations: Many vs. the few
- Always provide a solution

Communication

- Best ways to give advice
- Constructive criticism: 5 step program

Stress Control

- Reduce stress
- Manage conflict: 5 levels of conflict

Find out how to sign up for a **FREE** one-hour Leadership Skills seminar for your entire team!

CALL 646-416-6441