


*Webinar on*

# **Persuasion and Influencing Skills for Leaders**

# Learning Objectives

- *10 Strategies to influence your team*
- *3 core aspects to always be aware of – that's how people see you*
- *Learn how to use:*
  - *Bargaining*
  - *People awareness*
  - *Relationships*
  - *Engage & Empower*
  - *Results orientation*
  - *Org goals*
  - *Corporate vision*
  - *Data and facts*
  - *Threats*
  - *Time management*





Influence has a strongly positive impact on the success of any executive.

**PRESENTED BY:**

*Born in Germany*

*Joined Air Force and reached the staff office level (O5) as a jet aviator for the German Air Force as well as an exchange officer with the US Air Force F-111. Retired from a 22-year career*

*I came to the US 25 years ago for the USAF exchange Recruited by a software company after retirement and build a team of 11 direct reports with a 40% revenue impact.*

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

# Webinar Description

Influence has a strongly positive impact on the success of any executive. This may be particularly true for leaders who, for example, have many different groups reporting to them. Remember, leadership is the art of getting work done well through other people. And influence is the most powerful way to do that. By the same token, influence is also crucial when you work with a division over which you have no direct authority, yet their work is necessary to your own success. You can't order them to do what you want, you must persuade or inspire them to put forth their best efforts toward the clear objective you have defined. You will have 10 practical, executable strategies you can take away and apply them to your leadership.



Do you sometimes feel that people don't understand what you want from them?

Do you wish you could influence your team members in such a way that they feel understood and eagerly attack the tasks at hand?

Do you suspect that you have only one or two approaches you use to influence people?

Are you frequently baffled when the work result you receive looks nothing like what you expected?

Do you sometimes feel like your team members and direct reports are not really reacting the way you were hoping or appear demotivated?

If you can say yes to some of these questions or have a few additional thoughts pop in your mind, you should attend this webinar and get practical solutions that will help you to answer "NO" to these questions in the future.

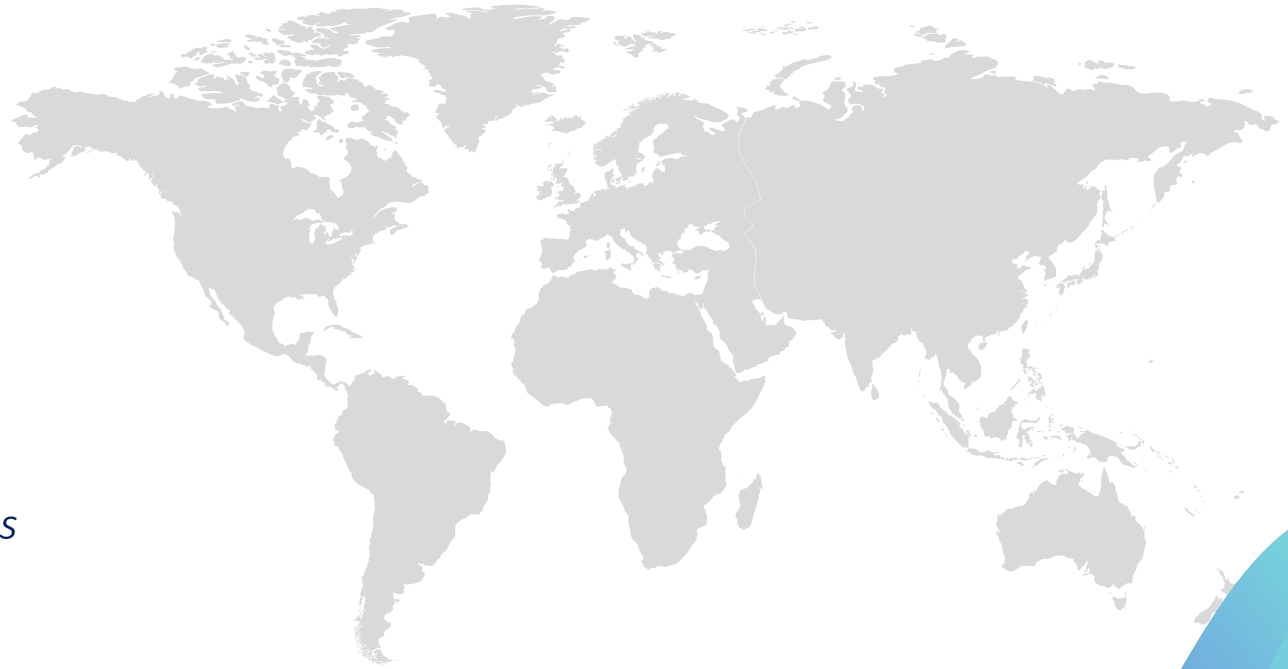


# Who Should Attend ?

*Leaders & Managers who struggle to get thru to their people*

*Leaders & Managers who want to improve their influencing skills*

*Emerging and existing leaders who look for practical methods and tools to improve themselves in their role as a leader*



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