In today’s flatter, ever-evolving organization, leaders need to get things done through people who work outside their line of reporting—and in some cases who even “outrank” them. Welcome to the new age of influence, where effective leaders don’t, or can’t, throw their weight around to make things happen…even with their direct reports.

Influential Leadership helps leaders get their good ideas heard, accepted, and enacted. Leaders learn influencing strategies and how to package ideas to gain the commitment of even the most skeptical coworkers and partners.

DO YOU FACE ANY OF THESE ISSUES?
> Are your leaders having trouble getting commitment to ideas or actions to improve service, productivity, or quality?
> Do your leaders struggle to “make things happen” outside of their teams or workgroups?
> Are your employees dissatisfied because they feel they are not listened to and are coerced into accepting and acting on ideas?

PERFORMANCE OBJECTIVES
Helps leaders:
> Capture people’s attention, change their perspectives, and make things happen.
> Clearly link ideas, suggestions, and recommendations to changes that will have a positive impact on individual, team, and organizational performance.
> Express themselves with enthusiasm and conviction.
> Understand people’s motivations, needs, and concerns so they can gain their commitment.

PRIMARY COMPETENCIES DEVELOPED
> Building Partnerships
> Gaining Commitment

SECONDARY COMPETENCIES DEVELOPED
> Building a Successful Team
> Building Strategic Working Relationships

Questions? Contact Bev Hickam, Workforce Development Director, 573-518-2182, or 573-270-3542
Enrollment Deadline: April 22
Enrollment Fee: $185 per participant
Location: Continuing Education Building, Mineral Area College Campus (Directions: Take the Park Hills/Leadington Exit off Highway 67. The college is located on the east side of this exit. Turn left onto the college campus. Immediately turn left again. The second building is the Continuing Ed. Bldg.. The US and Missouri flags are located in front of the building.)

Email to Bev Hickam to bhickam@mineralarea.edu. Cost: $185 per participant. Cancellations accepted through April 29, or substitutes may be sent.

COMPANY: ____________________________________________________________________
ADDRESS: ____________________________________________________________________
CONTACT PERSON/PHONE ________________________________
Name
1. ______________________________________
2. ______________________________________
3. ______________________________________