

# INFLUENCING IN A BUSINESS ENVIRONMENT **XX**

*Professionals become frustrated, aggravated, and discouraged when they feel like they are limited in what they can do, are not being heard, or their ideas are not grasped or appreciated.*

Organizations oftentimes have many different departments that work together to achieve the overall mission and vision. However, these departments can become siloed and develop agendas of their own. How does a professional get buy-in from colleagues at all levels of the organization in this type of business environment?

The key is influencing. This one-day program will provide strategies to influence others no matter their position or title to achieve common goals that will propel the overall organization toward success. Goal setting, preparation to be persuasive, and crafting an effective message for specific audiences will all be discussed through conversations and experiential activities.



## **Participants will walk away with these skills:**

- Understanding and leveraging various ways to be influential
- Creating a plan to become a trusted advisor that colleagues seek out for guidance
- Strengthening the ability to have a voice that is heard
- Defining clear outcomes and identifying objectives, obstacles, strategies, and tactics
- Responding to concerns and hesitations in an impactful way
- Maintaining commitments to earn trust and credibility

## **Audience:**

Employees at all levels who need to effectively influence others up, down, and over in order to achieve personal, team, and organizational goals.

## **Cost: \$695 General Registration**

**Select Discounts Available**

**0.6 CEUs will be issued for this program**

## **Duration:**

This program consists of one full-day, in-person session.