Course duration

- 1 day

Course Benefits

- Enhance your ability to influence those outside your organization.
- Learn ways technical leads and project managers can better manage their dotted-line resources.

Course Outline

1. Initial Thoughts and Vocabulary
2. Maximizing Your Personal Power
3. Key Leadership Processes
4. Influencing Other Corporate Players
5. Barriers to Influence
6. Formal Methodologies
7. Influencing Styles
8. Influential Communication
9. Question Types
10. Question Usages/Purposes
11. Body Language

Class Materials

Each student will receive a comprehensive set of materials, including course notes and all the class examples.