



Persuasive Coaching & Influencing

*Offered by the Manufacturers Alliance as part of its
Lean Leader Certification and the Leading Down New Paths
Series*

It takes more than a title and some authority to effectively lead people; ask anyone newly promoted into a leadership role! And it's even harder without the title. This workshop takes team leaders to the next level by showing them how to finesse their way to team success, navigating the politics and personalities that are sometimes roadblocks to success.

What will be covered?

This course assists participants with understanding and developing the influence and persuasion skills that make them more effective as team leaders. Topics include:

- How to gain commitment, not just compliance from teams
- When to use influence and how to do it diplomatically
- The five secrets of leadership communication applied to teams
- Persuasion techniques that really work
- How to advocate for and get needed resources for teams
- Powerful methods for coaching team members to higher performance
- Techniques for breakthrough listening

Wednesday, February 29, 2012 8:30 a.m. – 4:30 p.m.

Fee this class: MA members \$319 Non-MA members \$419
Lead Down New Path Series: MA members: \$860 Non-MA members: \$1150
Receive a 10% discount if you register 10 days prior to the event.

Location: **The Reserve**
 3155 Empire Lane N.,
 Plymouth, MN 55447
 (For directions and map go to www.mfrall.com)

Reservations: For instant confirmation, reserve on-line at www.mfrall.com, click on **Training & Education** then **All Events** by February 27, 2012.
Your satisfaction is guaranteed.

Cancellation Policy: No refunds for cancellations after 5:00 p.m. February 27, 2012, or for no-shows at workshop. *(Substitutions accepted)*

Pre-registration required!

About the instructor:

Lynn Moline is a facilitator, consultant, trainer, and motivational speaker who helps organizations improve their strategic positions through effective leadership, problem solving, decision making, and planning.

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Leading Down New

Paths includes:

- ◆ Persuasive Coaching
- ◆ Overcoming Resistance to Change
- ◆ Leading & Training Improvement Teams

Go to our Website mfrall.com for additional Supervisory Training .