



**Your instructor:**

**Judy Hartley**, is head of Judy Hartley and Associates and has more than 20 years of hands-on experience assisting organizations with leadership and team development, as well as customer-focused process improvement initiatives.

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**Pre-registration required!**

# Engaging Your Employees

Building High Performance Teamwork and Selling Your Ideas

**Offered by the Manufacturers Alliance as part of its Supervision Fundamentals – Essentials of Leading for Results Series**

Using simulations and exercises, this workshop will demonstrate the importance of aligning teams around shared goals. Techniques are provided for defining roles and responsibilities, effective group processes and building inter-group relationships. As teams are often formed around process change, leaders must foster buy-in to new ideas. Participants will learn how to lead with persuasion, get their ideas heard and negotiate agreements that provide win-win outcomes.

**After completing this session participants should be able to:**

- Recognize elements that contribute to effective teamwork
- Utilize shared goals to encourage teamwork
- Clarify team roles/responsibilities and foster effective communications
- Use shared rewards and recognition to promote teamwork
- Know when and how to involve others in decision-making
- Know how to build trust and credibility to successfully present ideas
- Use persuasion to prepare, present and sell ideas
- Have increased awareness of logical strategies for persuasion
- Prepare for emotional objections and resistance to new ideas
- Know how to use interest-based problem solving to negotiate agreements.

Wednesday, February 15, 2012      8:30 a.m. – 4:30 p.m.

<b>Fee this class:</b>	MA members \$319	Non-MA members \$419 per person
<b>Essentials Series*:</b>	MA members \$695	Non-MA members \$890

**Receive a 10% discount if you register 10 days prior to the event**

**Location:** **Manufacturers Alliance Training Center**  
8421 Wayzata Blvd, Suite 190  
Golden Valley, MN 55426  
(For directions and map go to [www.mfrall.com](http://www.mfrall.com))

**Reservations:** For instant confirmation, reserve on-line at [www.mfrall.com](http://www.mfrall.com), click on **Training & Education** then **Workshops** by February 13, 2012.  
**Your satisfaction is guaranteed.**

**Cancellation Policy:** No refunds for cancellations after 5:00 p.m. February 13, 2012, or for no-shows at workshop. (*Substitutions accepted*)