



Persuasive Coaching & Influencing



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.

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, December 18, 2019 8:00 a.m. - 4:00 p.m.

Fee: **MA members** \$329 per person **Non-MA members** \$449 per person
Receive a 10% discount if you register 14 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)

Register: Registration is required. Reserve on-line at www.mfrall.com, by 3:00 pm by December 16, 2019. **Your satisfaction is guaranteed.**

Cancellation Policy: **No refunds** for cancellations after 3:00 p.m., December 16, 2019, or for no-shows at workshop. *(Substitutions are accepted.)*