

“Influencing & Negotiating” (1 day)

LeadingLeaders LLC

WHY YOU SHOULD ATTEND	PROGRAM OVERVIEW
<ul style="list-style-type: none"> To be a more effective leader and co-worker, we can all learn how to be more impactful in how we influence others and excel in negotiating 	<p>A successful career in any industry is largely dependent on how well we demonstrate influence at work with clients, vendors, and employees. Not in a heavy-handed manner, but in a supportive and effective way is the best way forward. Similar to having influence in your position and through your reputation, being a successful negotiator is even more important. The ability to close the deal, grow the business, and seek a solution that benefits all parties can be a very challenging endeavor. There are several ways to negotiate and successful people know when and how to employ each method.</p> <p>In this very interactive, one-day seminar, you will:</p> <ul style="list-style-type: none"> Examine influence in the workplace Study the 6 Principles of Influence Share stories about people who have influenced you and why Share stories about people who you have influenced and why Explore the two methods of negotiating Discuss how we are trained to negotiate Share stories of effective and ineffective negotiations Use debate, case studies, and vibrant discussion to learn <p>Leadership is a great responsibility that requires constant practice and development in any organization by its leaders and employees – <i>especially in having influence and being an expert negotiator!</i></p>
WHO SHOULD ATTEND	
<ul style="list-style-type: none"> Executives and senior managers who need to provide broad, strategic influence with clients and employees and handle high-level, complicated negotiations Middle managers who are learning how to use influence and negotiating tactics to balance a heavy workload with effective supervision Any professional who understands that career success is largely based on how we interact with other through healthy influence and the ability to conduct fair and reasonable negotiations 	
INSTRUCTOR BIOGRAPHY:	
<p>Rear Admiral Michael Giorgione (Ret.) served for 29 years in the Navy’s Civil Engineer Corps and retired in 2010. He served in leadership positions around the world and held four commands during his career, including the unique assignment as Commanding Officer at the Presidential Retreat at Camp David and his final command as Commander, Naval Facilities Engineering Command, Pacific and U.S. Pacific Fleet Civil Engineer. After four years in the private sector, he moved full time to devote his time and energy to leadership development and executive coaching through LeadingLeaders. In October 2017, he successfully published his first book: <u>Inside Camp David: The Private World of the Presidential Retreat</u>.</p> <p>Mike is a 1981 graduate of the U.S. Naval Academy, with a B.S. degree in Ocean Engineering and an M.S. degree in Civil Engineering from Penn State. He is an honor graduate from the Defense Language Institute and also holds executive business certificates from the Fuqua School of Business at Duke University and the Kenan-Flagler School of Business at UNC Chapel Hill. He is a registered engineer in Pennsylvania and an SAME Fellow.</p>	
COURSE POINT OF CONTACT	Michael A. Giorgione, mike@leadingleaders.org , 619-495-7983