



Master Performance.
Realize Results.



GMP Mastery™ Coaching Workshop Description

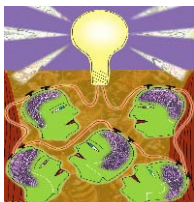
The Third Commitment of Mastery: ***“We must be Courageous and Contagious!”*** requires that all managers be capable of strategically and positively influencing people to work together to create the future.

The ability to form mutually respectful relationships with others and to succeed in getting your ideas heard is a vital element of being a great manager.

Having influence enables you to gain support and commitment for your proposals, and therefore increase your potential for success.

This workshop will start a conversation about building our communication skills, improving your ability to engage the interest and cooperation of others, and developing an authoritative and reliable reputation.

You will be challenged to evaluate your effectiveness as a positive influencer and develop a specific and customized action plan for applying the workshop critical thinking and practice points to your organization.



Positively Influencing People

Workshop Critical Thinking and Practice Points

Understanding Influence

- Being Influential
- Building Collaboration
- The Purpose of Influence

Managing Yourself

- Building Self-Assurance
- Developing Influential Attitudes
- Emotional Intelligence
- Developing Empathy
- Creating Trust
- Looking for the Part

Presenting Ideas

- Framing Your Ideas
- Engaging Interest
- Gaining Cooperation
- Selling Your Proposal
- Projecting the Future

Exercising Influence

- Forming Networks
- Motivating Individuals
- Influencing Teams
- Influencing your Superiors
- Negotiating Successfully & Dissolving Conflict
- Rehearsing a Presentation
- Swaying an Audience