COURSE SYLLABUS

Establishing Yourself as an Influential Leader Course (Self-Paced)

Build the presence, credibility, and relationship skills needed to influence effectively across teams and networks.

Group classes (Live Online) and onsite training are available for this course. For more information, email corporate@nobledesktop.com or visit: https://www.nobledesktop.com/classes/establishing-yourself-as-an-influential-leader-course-self-paced



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Course Outline

Module 1: The Power of Building Relationships

- Explore strategies for fostering meaningful professional relationships.
- Recognize the role of trust and communication in effective relationship building.
- Identify techniques to strengthen collaboration across teams and organizations.

Module 2: The Power of Influence in the Workplace

- Examine how influence shapes workplace dynamics and decision-making.
- Learn approaches for establishing credibility and authority.
- Develop practical skills for positively impacting others in professional settings.

Module 3: Persuasion and Negotiation

- Understand the principles of persuasion and their application in the workplace.
- Learn negotiation strategies that lead to win-win outcomes.
- Practice techniques for resolving conflicts and achieving agreements.

Module 4: Partnerships and Coalitions

- Explore the importance of partnerships in achieving organizational goals.
- Examine strategies for forming and sustaining coalitions.
- Analyze real-world examples of successful partnerships and collective efforts.