

Developing Leaders



The ability to influence others both within an organization and outside it is now an essential business skill at all levels and for all roles. Articulating ideas, making plans clear and compelling, gaining “buy-in” on a proposed strategy, and getting agreement relies on knowing and using a proven set of influence practices.

We can provide a in-depth, hands on program to guide the managers through the Tools and Mentoring stages.

This will help them identify their strengths, find their opportunities and expand their influence.

Learning Objectives

By the end of this program you will be able to:

- Increase influencing skills and behaviors
- Increase effectiveness with communication, coaching & leadership
- Increase self-awareness
- Building trust and credibility
- Understanding the situation & specific needs
- Presenting ideas and articulating their value
- Handling objections and gaining agreement
- Creating long-term relationships with effective positioning



Manager Development Chart



Very extroverted

Thoughtful delegator
People oriented
Builds team cohesion

Immediate Impact

Results you can use:



- Influencing Skills Results
 - PI Behavioral Insights
 - 360 Team Feedback
- Team Effectiveness Charts
- Team Strategic Alignment

Predictive Index Utah

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EXPAND INFLUENCE;

MAXIMIZE IMPACT!

