COURSE SYLLABUS

Establishing Yourself as an Influential Leader Course

Develop the presence, credibility, and interpersonal strategies needed to influence across teams and networks.

> Group classes in Live Online and onsite training is available for this course. For more information, email onsite@graduateschool.edu or visit: https://sdfm.graduateschool.edu/courses/establishing-yourself-as-an-influential-leader

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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.