301-258-8200 | Sales@PhoenixTS.com | www.PhoenixTS.com

View Full Course Details including Latest Schedule Online

PHOENIX TS

Leadership and Influence Training

This 1-day training teaches critical techniques, concepts, and approaches to build confidence and leadership skills.

BONUS! Cyber Phoenix Subscription Included: All Phoenix TS students receive complimentary ninety (90) day access to the Cyber Phoenix learning platform, which hosts hundreds of expert asynchronous training courses in Cybersecurity, IT, Soft Skills, and Management and more!

Course Overview

Phoenix TS's leadership and Influence training course discusses effective leaders' common traits and behaviors. This course explores leadership from various perspectives and allows participants to arrive at their interpretation of leadership with the Federal Workplace

- Evolution of Leadership
- Situational Leadership
- Personal Inventory
- Modeling the Way
- Inspiring a Shared Vision

Schedule

Currently, there are no public classes scheduled. Please contact a Phoenix TS Training Consultant to discuss hosting a private class at 301-258-8200.

Course Outline

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Overview

- Housekeeping items
- The Parking Lot
- Workshop objectives
- Pre-assignment review
- Action plans and evaluations

The Evolution of Leadership

- Defining Leadership
- Characteristics of a Leader
- Leadership Principles
- A Brief History of Leadership
- Three Theories of Leadership
- Case Study

Situational Leadership

- Selling
- Telling
- Participating
- Delegating
- Case Study

A Personal Inventory

- An introduction to Kouzes and Posner
- A personal inventory
- Creating an action plan
- Case study

Modeling the Way

- Determining your way
- Being an inspirational role model
- Influencing others' perspectives
- Case study

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Inspiring a Shared Vision

- Choosing your vision
- Communicating your vision
- Identifying the benefits for others
- Case study

Challenging the Process

- Think outside the box
- Developing your inner innovator
- Seeing room for improvement
- Lobbying for change
- Case study

Enabling Others to Act

- Encouraging growth in others
- Creating mutual respect
- The importance of trust
- Case study

Encouraging the Heart

- Sharing rewards
- Celebrating accomplishments
- Making celebration part of your culture
- Case study

Basic Influencing Skills

- The art of persuasion
- The principles of influence
- Creating an impact
- Case study

Setting Goals

- Setting SMART goals
- Creating a long-term plan
- Creating a support system
- Case study

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Phoenix TS is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints re-garding registered sponsors may be submitted to the National Registry of CPE Sponsors through its web site: www.nasbaregistry.org

Starting at **$1,495**

ATTENTION

For GSA pricing or Contractor quotes call 301-258-8200 – Option 2.

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Price Match Guarantee

We'll match any competitor's price quote. Call us at 240-667-7757.

Included in this **Leadership and Influence Training**

- %day% instructor-led training
- Leadership and Influence Training training book
- Notepad, pen and highlighter
- Variety of bagels, fruits, doughnuts and cereal available at the start of class*
- Tea, coffee and soda available throughout the day*
- Freshly baked cookies every afternoon*