



[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.

Due to Covid-19 safety restrictions PhoenixTS will temporarily be unable to provide food to our students who attend class at our Training Center; however, our Break Areas are **currently open** where students will find a constant supply of Coffee, Tea and Water. Students may bring their own lunch and snacks to eat in our breakrooms or at their seat in the classroom or eat out at one of the many nearby restaurants.

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

DATE	LOCATION	
8/03/22 - 8/03/22 (1 days) 8:30AM - 4:00PM	Mechanicsburg, PA	Contact Us
	Sold Out	
2/02/23 - 2/03/23 (2 days) 8:30AM - 4:30PM	Tysons Corner, VA	Contact Us
	Open	



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DATE	LOCATION	
2/09/23 - 2/10/23 (2 days) 8:30AM - 4:30PM	Live Online Open	Contact Us
2/09/23 - 2/10/23 (2 days) 8:30AM - 4:30PM	Columbia, MD Open	Contact Us
4/06/23 - 4/07/23 (2 days) 8:30AM - 4:30PM	Tysons Corner, VA Open	Contact Us
4/13/23 - 4/14/23 (2 days) 8:30AM - 4:30PM	Live Online Open	Contact Us
4/13/23 - 4/14/23 (2 days) 8:30AM - 4:30PM	Columbia, MD Open	Contact Us
6/01/23 - 6/02/23 (2 days) 8:30AM - 4:30PM	Tysons Corner, VA Open	Contact Us
6/08/23 - 6/09/23 (2 days) 8:30AM - 4:30PM	Live Online Open	Contact Us
6/08/23 - 6/09/23 (2 days) 8:30AM - 4:30PM	Columbia, MD Open	Contact Us
8/03/23 - 8/04/23 (2 days) 8:30AM - 4:30PM	Tysons Corner, VA Open	Contact Us
8/10/23 - 8/10/23 (2 days) 8:30AM - 4:30PM	Live Online Open	Contact Us
8/10/23 - 8/11/23 (2 days) 8:30AM - 4:30PM	Columbia, MD Open	Contact Us
10/05/23 - 10/06/23 (2 days) 8:30AM - 4:30PM	Tysons Corner, VA Open	Contact Us
10/12/23 - 10/13/23 (2 days) 8:30AM - 4:30PM	Live Online Open	Contact Us
10/12/23 - 10/13/23 (2 days) 8:30AM - 4:30PM	Columbia, MD Open	Contact Us
12/07/23 - 12/08/23 (2 days) 8:30AM - 4:30PM	Tysons Corner, VA Open	Contact Us



DATE

12/14/23 - 12/15/23 (2 days)
8:30AM - 4:30PM

LOCATION

Live Online
[Open](#)

[Contact Us](#)

12/14/23 - 12/15/23 (2 days)
8:30AM - 4:30PM

Columbia, MD
[Open](#)

[Contact Us](#)

Course Outline

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



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- 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

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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Starting at **\$1,495**

ATTENTION

For GSA pricing or Contractor quotes call
[240.667.7757](tel:240.667.7757)

GSA



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*