



Influencing Others

Effective leaders don't command with authority; they inspire, persuade and encourage others to make their vision a reality. As authority becomes more diffused in an organization and decision making becomes more complex, positive influence becomes an essential skill. A leader's ability to influence others has a direct correlation to their ability to get things done and achieve results. In Eagle's Flight's one-day course, *Influencing Others*[™], your leaders will learn how to accomplish tasks with other members of the organization on a basis of mutual understanding, aligned priorities, and highly effective negotiation skills. Leaders will immediately understand results are not about who has the most power, but who has the best influence on all parties to achieve those results.

THE OUTCOME

Leaders will return to work with the ability, tools, and confidence to:

- Speak the truth while being mindful and respectful of the other party
- Communicate clearly and achieve mutual understanding
- Effectively communicate and manage potential consequences
- Give credit and express views in a manner they can understand and accept
- Support others in the achievement of common goals
- Focus on the outcome when considering conflicting opinions, tasks, or priorities



Left with questions? Wondering what a partnership could look like? Give us a shout!

Toll-Free North America: 1-800-567-8079 • International: +1-519-767-1747 • www.eaglesflight.com
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THE DETAILS



1-day
program



5 - 50
participants



Ideal for mid-level
and senior leaders



Customization and
delivery options
available



Post-course
reinforcement
available

THIS ISN'T YOUR ORDINARY LEARNING EXPERIENCE

An Eagle's Flight experiential learning program is unlike anything you or your participants have seen before – it's not another lecture, case study, or role-play. Through interactive, experiential-based learning your participants will not only learn new skills and knowledge, but get the chance to put that learning into action and practice them as they apply to their life on the job. We frequently use our "40, 40, 20" formula when delivering training. This translates to 40 percent of the time spent on conviction and knowledge transfer, 40 percent on practice with that knowledge, and then 20 percent on how to apply the learning back on the job. This all comes together to produce a change in behaviors that deliver expected results.

Why do we do this? We take this approach to training because by personally experiencing the results that come from applying their existing behaviors in the experiential portion of training, participants see the link between their performance in the experience and the changes they need to make to maximize performance at work. A powerful debrief reinforces the lessons learned in the experience and shows how to apply those lessons back on the job. New competencies are developed, learnings are retained, and individuals are more likely and better able to enthusiastically apply their new knowledge to improve their day-to-day performance.



"The use of your experiences to build understanding and conviction is an Eagle's Flight trademark; and one which, in my opinion, is a true differentiator that sets you apart from all others in your field."

Marc Caira, Vice Chair, Restaurant Brands International



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