



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 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

THE DETAILS

- One-day course
- Course is suitable for 5-50 participants
- With options for multi-rater individual assessments, follow-up retention sessions, and 1:1 coaching you can maximize the impact of your investment
- Customization options available to integrate the course with your leadership development objectives

THE EAGLE'S FLIGHT LEARNING EXPERIENCE

We know as well as you do, that every one of your leaders learns differently. Our leadership training methodology harnesses the power of experiential learning to fit the needs of a wide spectrum of learners. Through honest discussion, case studies, vignettes, and an experiential learning session that mimics real-world challenges, your leaders learn by doing, not just listening, reading, or watching. They practice their new leadership skills in a safe, and controlled environment that maximizes their potential to see success, and leave with the confidence to apply their new leadership skills back on the job.

“ Typical Retention Rate is
80-90% WITH
Experiential Learning ”

“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

OUR TRACK RECORD

Eagle’s Flight has been offering corporate training that delivers results for nearly three decades, and in that time we have worked with a wide variety of organizations, including over 50% of the Fortune 500. Our clients span industries from Automotive, Agriculture, Food and Beverage and Hospitality, to Finance, Pharmaceuticals, Mining, and Energy. That experience, married to our extensive in-house design and customization capabilities, allows us to deliver to your organization’s unique and specific needs.

OVER
30
YEARS IN
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FORTUNE 500

3
MILLION +
PARTICIPANTS
WORLDWIDE

OVER
90%
REPEAT
BUSINESS

OVER
20
INTERNATIONAL
AWARDS

