

Continuing and Professional Education



Influencing Skills 101 is an activity-based one day program that provides the learner with the foundation principles of influence and an understanding of the nature and impact of influence.

The learner will receive insight into the Bases of Power that provide the ability to influence others and become aware of tactics and techniques that can be utilized to achieve more successful outcomes, especially in difficult or conflict situations. Attend Influencing Skills 101 to learn:

- The nature of impact and influence
- The difference between soft power techniques and hard power techniques
- When and how to use various influencing techniques
- The consequences of ineffective influencing techniques
- Attributes of effective influencers
- The Persuasion Paradigm or Process

Presented By Jeffrey Leventry

- Principal, Seventeen Gorman Advisors Talent Management
- Leadership & Management Development, Organizational Development Facilitator
- Adjunct Faculty - The College of New Jersey School of Business
- Strategic Management Capstone Course Negotiation Skills Course
- Former Senior Vice President & Director of Learning & Development for an international global reinsurance broker



QUESTIONS?

George Hefelle • 609.771.2540 • aspire@tcnj.edu • cpe.tcnj.edu/

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Why Learn Influencing Skills?

In today's business world, the need to become an effective influencer is of critical importance. In fact, influencing skills are necessary for anyone in business, whether a person is a manager, a salesperson or holds some other position. It plays an important role in your ability to perform your job and the ability to interact effectively with your colleagues, as well as your friends and acquaintances. Those who lack this skill are at a competitive disadvantage and are less likely to succeed in business and in life.

Why TCNJ Influencing Skills?

TCNJ believes class size impacts your educational experience. We limit this class to 10 participants to ensure a quality experience for our students. The instructor is a skilled negotiator / influencer who possesses over 20 years of negotiation experience and expertise. He has successfully negotiated multi-million dollar settlements with oil companies and chemical companies in the context of complex environmental coverage litigation. He is certified as an instructor of "Negotiation Techniques" by The Program on Negotiation at Harvard Law School.

Who should attend?

This program is equally applicable to entry-level employees as well as those who exert influence by virtue of their senior position in their organization.

What will I learn?

- A deeper understanding of the nature of impact and influence, especially their use in difficult or conflict situations
- Be more aware of what tactics and actions could lead to more successful outcomes
- Start to apply these ideas to a specific situation faced at work
- An action plan to successfully address the situation faced at work

Workshop Fees:

\$375.00 per person

\$350.00 TCNJ alumni

Group/Corporate fee available 4 or more

Fee Includes

Course Materials

Refreshments

Parking

Certificate of Completion

Post -Workshop Assistance

On Line Registration at

<http://tinyurl.com/tcnjInfluence>

TCNJ Continuing and Professional Education

Professional development and continuing education is a partnership with TCNJ faculty and deans to ensure quality programs. To learn about all our programs please visit:

<https://cpe.tcnj.edu/>



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