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## Leadership and Influence (In-Person)

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Innovative organizations realize that they will achieve greater results if their teams can communicate and influence more effectively across organizational boundaries. Resisting the temptation to work in silos, leaders need to form consultative relationships amongst their team and other teams. This includes the ability of an organization to foster movement and readiness in role succession so that trust can be sustained despite competing agendas. And it means that employees need to develop the confidence to challenge, question, influence and think strategically.

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Build trust and strengthen relationships across organizational lines  
Gain credibility and visibility for teams and projects  
Collaborate with internal and external clients productively  
Become a true consultant to stakeholders  
Develop a personal reputation that will expand influence  
Move from addressing tactical needs to developing strategic partnerships  
Proactively listen to earn respect and trust  
Evolve to a deeper understanding of broader organizational context  
Present persuasive, convincing points-of-view  
Provoke stakeholders to consider new approaches

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This program provides business professionals the skills to influence others to accomplish work objectives.