

influencer

INFLUENCER TRAINING

MOTIVATE AND ENABLE OTHERS TO CHANGE

The best leaders know how to get individuals to work together to accomplish goals. Although we're routinely trying to alter behaviour, few of us can articulate an effective strategy to create this behaviour change. By drawing from the skills of many of the world's best change agents and combining them with five decades of social-science research, Influencer Training creates a powerful and portable model for behaviour change.

Presented by:



Influencer Training

Tuesday and Wednesday, December 4 and 5, 2018 - 7:45 a.m. to 5:00 p.m.
Location: QNET – Suite 660, 175 Hargrave Street, Winnipeg

In partnership with:

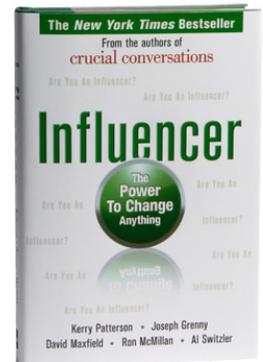


We often we struggle to enable our colleagues to complete projects on time and on budget, to motivate employees to demonstrate more concern for profitability or following procedures. We work on ways to exert influence, but regularly fall short. This course teaches proven strategies to drive rapid and sustainable behaviour change. Organizations around the world have turned to Influencer Training to improve bottom-line results like workplace safety, customer service, compliance and profitability. Participants receive a copy of the book *Influencer* and a Toolkit.

Learn how to:

- Identify the high-leverage behaviours you should focus on
- Diagnose the real causes behind behaviour problems
- Effectively motivate and enable others – regardless of formal authority
- Create behaviour-change strategies that yield rapid, lasting results

This course is for those managing a small team or leading a large organization, emerging leaders and those without formal authority. The course is ideal for teams and organizations looking to overcome profound, persistent, and resistant problems.



Workshop Facilitator: Tamara Kerr, Leader of Tamara Kerr Consulting

Tamara is Managing Director, Vital Smarts Central Canada and Master Certified Trainer, Crucial Conversations®. She spent 15 years in senior leadership before becoming a consultant specializing in leadership development, coaching and team effectiveness. Praised for her engaging and warm facilitation style, she brings a lighthearted approach to training while being serious about the value of enhancing daily interactions. Tamara emphasizes the importance of a quantifiable impact beyond the training event with action plans for integrating skills to achieve results.

Course fees* & Credits / professional development hours:

QNET / APICS / CPHR MB / MB Aerospace Members: \$1195 + gst / Non-members \$1295 + gst

*NOTE: Early Bird discount of \$100 until November 5, 2018 (reduces fees to \$1095/\$1195)

- An optional course in the QNET Certificate in Management Development (CMD).
- Eligible for credit in the CAM:OE (Certificate in Applied Management: Organizational Effectiveness) in partnership with the University of Manitoba, Continuing Education.
- Approved for 16 CPHR Continued Professional Development Hours by CPHR Manitoba.



UNIVERSITY
OF MANITOBA

Extended Education

Register today at: QNET.ca / mail@qnet.ca / (204) 949-4999