

# THE INFLUENCE EDGE®

*Getting Work Done Without Authority*

With the horizontal structure of today's progressive organizations, it is increasingly important to ask for and receive the support you need to accomplish your goals. The most effective way to do this is through the strategic use of influence skills. The truly effective team member, employee or manager uses influence skills to achieve results, regardless of their positional power within the organization or team structure. How do you get people to buy into your ideas and your needs? By using influence skills strategically, others will be more willing to help move organizational processes along without resistance.

Need to **sell** your ideas?

Want to build good working **relationships** and get results?

Need to be **successful** dealing with difficult people?

## PARTICIPANTS IN THE INFLUENCE EDGE®...

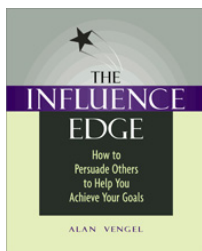
- ✓ Learn when and how to use twelve specific influence behaviors
- ✓ Learn how to strategically plan for influence situations and opportunities
- ✓ Practice using effective influence behaviors
- ✓ Increase effectiveness in overcoming resistance
- ✓ Learn to develop a strategic approach to ask for and receive support to accomplish goals
- ✓ Learn the benefits of networking and influence
- ✓ Receive easy-to-use influence tools

## FEATURES OF THE INFLUENCE EDGE® PROGRAM

- ▶ Flexible design: ½ day, 1 day, 2 day and webinar formats available
- ▶ Easy customization to link influence skills to the unique issues of your organization
- ▶ Focus on real business situations for instant application
- ▶ Prework, planning guides and learning aids
- ▶ Follow-up support and programs, use of Internet and intranet
- ▶ Trainer certification and one-on-one coaching available

## WHO SHOULD ATTEND THE INFLUENCE EDGE® PROGRAM?

Managers, team leaders, project leaders, supervisors, customer service people, salespeople, IT professionals - **anyone who needs to get things done through others.**



*Based on the best selling book  
The Influence Edge  
by Alan Vengel*



Learning that matters

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*in association with*

**MAGNA**  
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Creating High Caliber Leaders to  
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