

Course ID:
LDR-SUPM2

INFLUENCE FOR POSITIVE RESULTS

COURSE OVERVIEW

Welcome to *Influence for Positive Results*, the second course in the Leadership Development Program.

Successful leadership requires mastering the interpersonal skills needed to achieve business goals. People who develop these skills can be extraordinarily effective at leading and influencing other people. To influence someone effectively, you must use the right approach for that person at that moment, which can be accomplished through developing an understanding and appreciation for the differences in human temperament.

This course incorporates Personality Dimensions[®], a dynamic personality assessment tool used for building self-awareness, self-esteem, and effective communication strategies. Participating in *Influence for Positive Results* will provide you with highly interactive, relevant applications leading to the following learning outcomes:

1. Understand individual preferences, styles, and temperament types
2. Recognize your own unique blend of strengths and qualities
3. Appreciate others' differences
4. Use knowledge of self and others to improve interpersonal relations
5. Recognize how influence skills can contribute to an injury-free culture

PROGRAM CONTENT

- Value of influence
- History of human temperament studies
- Determining your Personality Dimensions spectrum
- Appreciating differences
- Using Personality Dimensions as an influence technique

TARGET AUDIENCE

Any person in a leadership role, or who is preparing for a leadership role.

PREREQUISITES

LDR-SUPM1: Communication Skills for Supervisors

**Please allow 90 days between modules for skill application in the field*

TRAINING TIME (hours):

3.5 Hours

RECERTIFICATION

N/A