



Influencing Without Authority

Presented by:
Lynne Curry, Ph.D., SPHR
October 16, 2018
8:30 a.m. to 12 noon

Does your success depend on getting others to agree with you?

\$145

Would you like better strategies or skills for persuading and convincing your colleagues, clients and supervisor? In this fast-paced 3.5-hour training, you'll learn to strengthen your negotiating, influencing and persuading skills.

Those who attend will learn:

- What leads others to buy in...or not...
- To recognize how others grade you, and how you can earn a quick "A" in credibility
- How to create others' emotional buy-in
- How to utilize WIFM in negotiations
- How to negotiate with someone who'd brain is locked into his/her "position"
- What leads others to automatically decide

Presenter

Lynne Curry, Ph.D., SPHR, has 40 years' experience as a trainer and management consultant and has been voted Trainer of the Year twice by the Anchorage Chapter of the American Society for Training and Development. For more information on Lynne, visit www.thegrowthcompany.com.

Location:

Business Technology Center, 600 East 36th Ave, Anchorage, AK 99503

For registration, please call  **907.276.4769**

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