

INFLUENCING SKILLS FOR POSITIVE OUTCOMES

SHORT PROGRAMS

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Be a more influential,
collaborative and adaptive
leader in order to achieve
mutually beneficial outcomes.

Program date /
Friday 7 September 2018 – 9am to 5pm

Location / Edments Building – Level 5, 38 Gawler
Place, Adelaide

Who should attend / Leaders at all levels

Investment (Inc GST) /
Member \$450 / Non - Member \$550

Register online /
www.lgprofessionals.org.au/event-3011691

Registrations close / Friday 24 August 2018

Scan code to register /



Overview

In order to improve performance and achieve results, leaders and professionals need to be adaptive and agile in influencing the thinking, decisions and actions of a wide range of people.

Being able to influence more confidently and effectively helps leaders to get people on board with ideas, actions and strategies.

This workshop will focus on how to be a more influential, collaborative and adaptive leader in order to achieve mutually beneficial outcomes.

Key learnings

At the end of this program participants will be able to:

- ∴ Identify their current influencing style and opportunities for influencing outcomes in a given situation
- ∴ Understand sources of influence and power and the difference between ethical and unethical influence (manipulation)
- ∴ Understand how others make decisions and the role of patterns and criteria in processing information
- ∴ Use trust-based influential communication techniques to manage and lead a conversation to achieve desired outcomes without manipulation



About Local Government Professionals Australia, SA

Local Government Professionals Australia, SA is a not-for-profit member based association representing professionals working in local government in South Australia. We have the ability to link and connect people from different councils who may not otherwise form relationships or share with each other. Our high quality professional development programs and networking events are uniquely local government – reflective of the culture of the sector and sensitive to the needs of its professionals. The content of our events and programs are informed by our members and people who genuinely care about the sector. We provide a safe and supportive environment in which to grow and learn while creating opportunities to make time away from the office to work on the business or on self. We award and acknowledge achievements of excellence.

Developed by the sector, for the sector

All proceeds from our programs are directly reinvested to further develop the local government sector through continued support of professional networks, events and learning and development initiatives for local government professionals.



More Information

All program queries can be directed to **Kate Staples**, *Manager Professional Development and Networks* at kate@lgprofessionalsa.org.au or **(08) 8291 7996**.

This program is open to registrations from LG Professionals, SA members, council employees and employees of regional subsidiaries.

A cancellation policy applies. Please view at: www.lgprofessionalsa.org.au/about-us

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Program Facilitator

Gary Edwards

Gary is a keynote speaker, coach and consultant who takes business leaders, sales people, entrepreneurs and service staff 'behind the smoke and mirrors' to show them how to build their ability to influence their future.

As a lawyer, magician, negotiator, comedian and speaker, Gary is an expert in the art and science of influence – the key ability that businesses will need to navigate a future where nothing is quite what it seems.

For the past 20 years, Gary has worked with business leaders, entrepreneurs, sales people and service teams who want to survive the challenges of change and build successful, sustainable businesses.

Gary is a member and former State President of Professional Speakers Australia, a member of the Global Speakers Federation, and conducts research at the leading edge of trust-based influence as it applies to leadership, sales and change.

