

A night-time photograph of the Golden Gate Bridge in San Francisco, illuminated with warm orange lights. The bridge spans across the water, with the city lights visible in the background under a dark sky.

CREDIBILITY: HOW TO EARN IT AND KEEP IT

Facilitating Positive Change

Half-day (3-4 hours)

Would you like to increase your influencing skills so that you can get the results you want? Would you like more people to take your ideas seriously? This training focuses on leveraging the strengths and skills you already possess. You will have the opportunity to write your own development plan to build your credibility. You'll learn ways to influence and get your ideas across more credibly and effectively.

Objectives

- Develop skills in building trust
- Learn how to influence and present your ideas professionally
- Build supportive relationships with your manager and co-workers
- Increase the value of your contributions

Content

- Establishing a credible persona in person, in meeting and on the phone
- Crafting a personal effectiveness plan for raising your credibility
- Recovering from mistakes and learning tips to restore your credibility when damaged
- Maintaining – credibility when delivering bad news or saying “No”

“During the time I have known Marilyn and The Consulting Team, they have distinguished themselves as conscientious and energetic. I have enormous respect for their teaching and leadership skills and have been pleased to work with them often.”

-Kathy Omaye-Sosnow, VP Human Resources, Prysm

The Consulting Team, LLC

945 Mountain View Ave Mountain View CA 94040

Phone: 650.965.3663 Fax: 650.965.3668

M@TheConsultingTeam.com www.TheConsultingTeam.com