



SPOKANE COUNTY SHERIFF'S OFFICE  
TRAINING ANNOUNCEMENT



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## Influencing with Integrity

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**DATE:** February 26<sup>th</sup>, 2014 0800-1600

**LOCATION:** SCSO Training Center  
10319 E. Appleway  
Spokane Valley, WA 99206

**COST:** \$125

**DESCRIPTION:**

Learn how to *ask for what you want*, increase trust, deal with "no," create buy-in and commitment, and confront without conflict or guilt. Interactive practice for immediate results. It's not rocket science. The concepts are very simple and based on a psychological model that has worked for thousands of people in international venues for the past thirty years. Operate from absolute integrity, improve your skills, and become more effective. You can get better at getting what you want, and perhaps even more importantly in the long run, you can do so while strengthening your relationships with your colleagues, employees and others.

This course is ideal for any level of employee, especially those who supervise the work of others, need to influence across "dotted line" reporting or outside contractors, vendors, clients, or volunteers, are potential leaders and rising stars, struggle with communicating effectively and/or respectfully and individual contributors.

Outcomes and results may include increased effective communication, decreased stress and stressful interactions, improved accountability and performance, increased efficiency and productivity, improved working environment, ability to better manage conflict and confrontation, dealing with difficult people and issues more effectively, and positively impacting organizational goals, mission and the bottom line.

## **INSTRUCTOR:**

**Phillip Tyler**

**Resource Partner/Certified Trainer** with Influencing Options.

Phil currently works for Spokane County Detention Services and has over 15 years' experience, with 9 years in supervisory positions. For the past five years of his career, he has been the Classification Sergeant Custody Operations Lieutenant and Training Unit Supervisor for Spokane County Detention Services. Phil's training and instructor duties included; report writing instructor, TASER instructor, and Field Training Officer. His work with the public sector includes corrections, juvenile, and the United States Air Force.

Phil holds a **Wagner Certification™** in **Influencing With Integrity and Problem Solving & Confronting Without Conflict.**

## **REGISTRATION:**

To register, please visit the following website:

<https://influence-with-integrity.eventbrite.com/>