Ethical Influencing

DATE: October 9th, 2014 - 0800-1700
LOCATION: Grant County Sheriff's Office – Moses Lake Training Substation
1274 Lowry Street, Moses Lake, WA 98837
COST: $175 – Save $50.00 if you register before October 1st, 2014

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.

Dean Hallatt is an **Influencing Options®** Resource Partner with Libby Wagner and Associates. He is a **Wagner Certified™** trainer presenting **Ethical Influencing, Problem Solving & Confronting Without Conflict, Performance Conversations and Managing for High Performance**.

Dean is certified by the Washington State Criminal Justice Training Commission as a Washington State Peace Officer. He is presently employed as a Sergeant for the Grant County Sheriff's Office with over 20 years law enforcement experience. Dean is a cadre member for the Washington State Criminal Justice Training Commission Instructor Development and Use of Force Programs.

Dean has conducted courses for numerous law enforcement agencies throughout the northwest as well as the United States Department of the Interior, Bureau of Reclamation, Washington State Gambling Commission, and several community colleges. He is based out of Central Washington and is available for training events and leadership seminars

REGISTRATION:
To register, please visit the following website:
https://www.eventbrite.com/e/ethical-influencing-tickets-5761100607