

## EXECUTIVE DEVELOPMENT PROGRAM

**MARCH 11, 2015**

**8:30 A.M.—4:30 P.M.**

**PUBLIC \$995**

**UD ALUMNI \$945**

**PARTNER \$897**

# COMMUNICATION THAT WORKS: THREE HABITS TO INFLUENCE OTHERS AND MAKE THINGS HAPPEN

The competitive landscape has changed drastically in recent years. The challenges being faced by today's leaders oftentimes feel unsurmountable. Work is faster-paced, and people are more distracted and impatient, decreasing the attention spans of everyone around us. And through all this, expectations for results are even higher. Leaders need to be able to communicate in a way to influence others in order for their teams and organizations to achieve great results.

While it comes as no surprise that the ability to effectively communicate is critical, it remains one of the single greatest challenges in business today. So what is needed in order to become an effective communicator who can influence others? The answer is mastering a sequence of habits – Connect-Convey-Convince® – that will help you grab attention, gain complete clarity and sway others to make things happen. It will help you successfully influence even the busiest people.

Through this interactive and dynamic program, Dieken will introduce and teach you a unique methodology proven with some of the most demanding and successful leaders. This road map will help you improve your interpersonal communication and give you more power to change minds and inspire remarkable results. You will also learn how to address some of the common issues that get in the way of mastering the ability to Connect-Convey-Convince®.

## THIS PROGRAM WILL HELP EXECUTIVES:

- Understand the Connect-Convey-Convince model and implement it into your daily communications.
- Increase your level of competence and commitment in delivering communications that will influence others to act.
- Address the common issues getting in the way of mastering influential communication.



**Connie Dieken**

*Connie Dieken has authored and co-authored five books dedicated to teaching people influential leadership, communication and presentation techniques. In her most recent best-sellers, Talk Less, Say More: Three Habits to Influence Others and Make Things Happen and Become the Real Deal: The Proven Path to Influence and Executive Presence, Dieken uses her knowledge, research and leadership coaching experience to create a fast-paced, no-nonsense guide that will help anyone to become an influential communicator.*

*Dieken is a trusted executive coach and adviser to many leaders who run the world's most recognizable brands. She has become a respected and in-demand executive coach, speaker, author and authority teaching the skills needed to become an influential personality in leadership and communications.*

*Dieken spent her career with the most successful and influential people in business and entertainment and recognized a pattern to their success. After years of research, she learned the common traits each of these people shared and discovered people could learn how to be influential with the right training. Armed with unique insight into the power that influence has over each of us, she developed a proven methodology to transform any leader into an influencer.*

*Connie's work has been featured in The Wall Street Journal, USA Today, CNBC, Investor's Business Daily, the Los Angeles Times, Crain's Business, the Chicago Tribune, Woman's Day, and many more nationwide.*