



The Influential Leader Certificate™



The Influential Leader Certificate™ consists of a set of Niagara Institute communication programs that help leaders gain a complete set of leadership communication skills.

The Program develops strengths that are required of leaders on a daily basis. These programs provide participants with a strong foundation for all speaking situations, from formal speeches to impromptu talks. Importantly, they give them the skills to influence and coach their employees, and conduct negotiations where both sides are winners.

The Influential Leader Certificate™ enables you to enroll in three integrated programs. Although these programs are self-contained and may be taken individually, we find that they work well together and build upon each other. Speaking as a Leader® teaches the basics of presenting in all situations, and shows how to use message, structure, tone, and body language to persuade others. Influencing Skills for Leaders and Strategic Negotiating help participants build on those skills and become successful coaches and negotiators.

	PROGRAM	COMMUNICATION FOCUS	COMMUNICATION IMPACT
	Speaking as a Leader®	Idea messaging in mid-level speaking situations	Influence the thinking and perspectives of others
OR	Communication for the Senior Leader®	Idea messaging in senior-level speaking forums	Change the thinking and perspectives of stakeholders
PLUS	Strategic Negotiating	Interest-based negotiation	Conflict resolution, mutually agreeable outcomes
AND	Influencing Skills for Leaders	Influencing	Behavioural change in others

Maximize your Leadership...Maximize your Returns

Take all 3 recommended programs and save on the combined individual program fees

PLUS...Upon completion you will also receive:

- ▲ Unique leather speaker's box
- ▲ Leather portfolio
- ▲ Framed certificate

Program Series

Influencing Skills for Leaders

Influencing others – direct reports, peers and bosses – is a constant and ongoing leadership activity. Whether shaping perspectives, providing feedback or asserting influence, leaders conduct countless conversations to achieve desired outcomes.

Influencing Skills for Leaders will equip you with the necessary skills to achieve desired outcomes through effective influencing. This program will give you the skills and confidence you need to confront, develop and influence peers, associates, managers, customers and direct reports.

Strategic Negotiating

All leaders need to learn the most effective techniques for negotiation. Whether you are on a planning team, engaging peers or working with external suppliers, this program will provide you with the effective skills to bridge differing opinions and points of view.

Reaching Agreement will provide you with strategies and techniques designed to assist you in reaching mutually acceptable agreements with all key stakeholders. The program is experientially designed to address the diverse professional needs of leaders engaged in any negotiation.

Communication for the Senior Leader®

Communication for the Senior Leader is for leaders at the director level and above, who want to be influential and inspirational, and who have the strong communication skills required of successful executives.

The program focuses on the strong links between leadership and communication. It will show you how to move from the traditional reliance on PowerPoint to well-crafted notes and off-the-cuff "scripts" that convey confident leadership in everyday situations.

Speaking as a Leader®

Speaking as a Leader is designed to help managers and professionals become effective speakers in all situations, whether speaking at a company meeting, on the telephone, making presentations to large groups or one-to-one. You will learn how to speak with a clear message, persuasive structure and conversational language. You will discover a new approach to writing and delivering a PowerPoint presentation, and learn how to move from a narrative approach to a true leadership one.

For individual program information see public program schedule and registration.