



## LEADERSHIP NETWORKING:

### *A DiSC-Based Approach to Enhancing Your Company, Your Team and Your Professional Career*

The most effective leaders seem to connect with other people at all levels of their organization and in their communities. They influence with or without formal authority, position or title and opportunities seem to find them as often as the other way around.

This *knack for networking* – the ability to create a lasting tapestry of professional contacts providing leads, support, feedback and information – is essential to truly effective leadership. Leaders who are skilled networkers have access to people and resources that not only help solve immediate problems but also create future opportunities for themselves, their teams and their organizations.

Like other skills, effective networking including the new social media; is learned and practiced; honed over one's career. The most successful networkers begin with a clear understanding of their personal style and practice recognizing then adapting to the style preferences of others thus to build relationships with others.

This half-day session uses the *Everything DiSC Workplace* tool to highlight individual preferences in communication, feedback, recognition, and much more. With this incredibly simple but powerful tool you will learn to:

- ◆ Identify your personal work style behaviors
- ◆ Recognize the style preferences of others
- ◆ Use specific techniques for adapting your style to influence others effectively.
- ◆ Challenge typical barriers to traditional networking opportunities
- ◆ Consider social media tools to incorporate into building your network
- ◆ Begin implementing strategies for developing your leadership network within and outside your organization

Call:

**Sheila K Training, Inc.**

Sheila Krejci, M. Ed. HRD

651-402-1274

[www.sheilaktraining.com](http://www.sheilaktraining.com)

<http://www.linkedin.com/in/sheilakrejci>