



Leadership & Influence

They say that leaders are born, not made. While it is true that some people are born leaders, some leaders are born in the midst of adversity. Often, simple people who have never had a leadership role will stand up and take the lead when a situation they care about requires it. A simple example is parenting. When a child arrives, many parents discover leadership abilities they never knew existed in order to guide and protect their offspring. There are countless war stories of simple GI's and sailors who rose to a challenge on their own in the heat of battle.

Clearly, leadership potential exists within each of us. That potential can be triggered by outside events, or it can be learned by exploring ourselves from within. This training takes the latter approach. Once you learn the techniques of true leadership, you will be able to build the confidence it takes to take the lead. The more experience you have acting as a genuine leader, the easier it will be for you. It is never easy to take the lead, as you will need to make decisions and face challenges, but it can become natural and rewarding.

Participants will learn how to:

- Define leadership and identify traits
- List the 3 theories of leadership
- Design your leadership vision
- Plan to grow staff with encouragement strategies
- Formulate goal setting strategy

To register, visit www.thesalesseed.com and select "Self-Paced Training" or contact info@thesalesseed.com for firm specific options.

In order to receive CPE credit, participants must log into the training session and answer all applicable questions during the presentation.

Participants will receive 1.5 CPE Credits

Field of Study: Business Management & Organization

Additional Information:

Prerequisites: None

Who Should Attend: Anyone new to a leadership role and wanting to learn how to influence followers

Advance Preparation: Attendees should be in a manager or higher role at a firm

Program Level: Intermediate

Delivery Method: QAS Self Study

Refunds & Cancellations: Cancellations or modifications to registrations must be made within one week of purchasing the training course. Full refunds are available during this time if the customer has not logged into the training platform (<https://thecpeseed.com>). Please email info@thesalesseed.com to request a refund. For more information regarding administrative policies such as complaint and refund, please contact our offices at 859-594-7844.

The Sales Seed is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org