

## **Leadership, Influence and Collaboration Skills for Auditors**

### **Summary**

To sell their ideas and influence positive action, every professional must master the business skills of leadership, influence and collaboration. And what we need to do that is proven ideas and action steps we can take back and use on the job immediately. In this ‘how to’ session, that’s exactly what you get.

### **Learning Objectives**

In this program, participants will learn:

- How to build legitimate business rapport and trust
- The power of pre-framing and idea seeding
- 4 critical components of selling improvement ideas
- When and how to use pain and pleasure variables to influence others
- What internal leadership skills look like – and how to use them to motivate others to act
- Why every business discussion is a presentation
- How to collaborate effectively (without getting run over in the process)

### **Program Content**

- Auditing on “purpose”
- Why most people resist change initiated by others (and what to do about it)
- Specific skills for audit leadership, influence and negotiation
- Getting managers beyond the comfort of ‘status quo’
- How and when to negotiate and when to stand firm
- Critical Communication and Interpersonal Skills for Auditors
- Action plans for addressing communication and interpersonal skills needs
- Communicating real value – using the language of management
- How to sell audit findings – and increase the likelihood of management action
- Anticipating and overcoming resistance

### **Instructional Method, Program Length and Continuing Education Credits**

This seminar utilizes a combination of lecture, discussion and short exercises. The program length is one full day. In accordance with the standards of the National Association of CPE Sponsors, Continuing Professional Education credits have been granted based on a 50-minute hour. National Registry of CPE Sponsors ID Number: 108226.

<b>Program Level:</b>	Intermediate
<b>Prerequisites:</b>	Minimum of six months of work experience in auditing
<b>Advance Preparation:</b>	None
<b>Delivery Method:</b>	Group-Live
<b>Field of Study:</b>	Auditing
<b>CPE Credits:</b>	8 credits