



Fire and Rescue Training Institute

PRESENTS:

Executive Skills Series: Influencing

Hours: 12

Prerequisites: none

Min/Max Students: 15/25

ACE Credit Recommendation:

In the upper division baccalaureate degree category, 1 semester hour in Business Administration, Fire Science Administration, or Public Administration.

Description:

Influencing, particularly at the executive level, is considered a critical leadership skill. This course will examine how leaders successfully influence others to accomplish common goals. Formally planning to influence others will be a primary discussion area within the course. Case studies of executives influencing others will be analyzed to illustrate the challenges and opportunities associated with complex situations in the public sector. This course will require an extensive reading assignment on the evening of the first day.

Course Goal:

Upon completion of this course, the students will be able to:

1. The students will be able to attempt to influence others when presented with a simulation that requires decisions to be made.
2. The students will be able to assess their strengths and weaknesses in terms of power, networking, and influence.
3. Given case studies, the students will be able to analyze the use of influence.

Request This Class for Training:

This course may be requested and hosted by an individual fire department or a group of fire departments for delivery anywhere in Missouri at any time of the year. Requests can be made by contacting the MU FRTI office. You can download a request form online @ <http://www.mufrti.org/download/student.shtml>

