



LEADERSHIP COMPETENCIES

Awareness &
Insight

Building High
Performing Teams

Building Networks

Building Trust

Business &
Financial Acumen

Coaching &
Mentoring Others

Communication &
Listening

Driving for Results

Influence &
Diplomacy

Risk Taking

Strategic Thinking &
Visioning

Taking Initiative

INFLUENCE & DIPLOMACY

“Learn to influence no
matter if it’s one or
many people.”



KEVIN O'CONNOR

WHEN YOU ARE CALLED UPON WITH ONE OR ONE HUNDRED

In this success talk you'll learn how to:

- Attract and keep people at the table by understanding your audience
- Bring value to others through building connections

WATCH NOW

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APPLICATION SHEET

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Taking Initiative

Using Kevin O'Connor's audience definitions, think of a situation where you presented to one or more individuals and evaluate your approach. What were your successes and lessons learned? How will you change your approach in the future to bring greater value to your audiences?

Audience	Successes/Lessons Learned/Future Approach
"The one before you"	
"The one who hired you"	
"Yourself"	
"Other"	