

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that--our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

## **Improving Your Assertiveness and Leadership Skills**

### **Can you create a climate of trust and cooperation? Confidently motivate others? Resolve difficult situations effectively?**

If you want to become the kind of leader who inspires confidence and commitment, you will need to adopt an assertive attitude where you express what you are thinking in ways others can hear. This can involve speaking up when you have objections rather than remaining quiet and abandoning using power and manipulation to succeed.

In this hands-on course, you will get a better understanding of the principles underlying self-confidence and the risks of passive or aggressive behavior. Focus on the challenges facing others so you can respond with emotional intelligence and modify your actions so you can positively impact others and create an environment that fosters cooperation.

### **How You Will Benefit**

- Control your emotions so you can remain unruffled in times of stress
- Develop assertive behavior so you can calmly and firmly direct others
- Encourage cooperative behavior
- Learn techniques for dealing with difficult situations
- Create a climate of increased trust within your team and your department
- Develop win-win relationships so projects succeed
- Help your team experience a feeling of collective success
- Make quicker decisions
- Demonstrate improved performance