

Elizabeth Winters began her career at Bell Labs and quickly rose from Assistant Manager to Training Manager. She then became a Training Manager at Chubb Insurance and managed the personal performance improvement of 3,000 employees with both in the class and web based training sessions. She has also developed training products, been the head of HR for CSS Property Services, and is now a full time professional speaker and trainer. Elizabeth believes drive and ambition come from within, and she uses the platform to unleash these qualities in her audiences. She earned her BS in Humanities for Iona College in Westchester, NY.

We have been so lucky to not only have Elizabeth as our keynote, but to also share her talents with participants in this year's NJALA 32nd Annual Conference.

She has agreed to facilitate a one-day course:

This one-day course is designed to provide strategies and tools for leading peers, teammates, and others outside of your department when you have no formal authority. The bottom line is you must influence others even if you are not their supervisor, manager or leader.

Leading without Authority is a skills-based program that will enhance your use of management resources that you will learn and use when you walk out of the classroom.

What you will learn:

- How to enhance your ability to influence peers and others outside of your team/department
- To influence people without under-cutting or antagonizing them
- What workers fear and their biggest concerns
- The influencing styles and what is needed to be effective when interacting with each other
- Barriers to influencing without authority
- The common mistakes and traps to avoid as you lead without authority
- To assess your own skills and abilities required to effectively influence others