

It's Your Career MANAGE IT!

SHARI HARLEY'S



Creating the Career and Work Environment You Want

Many professionals are waiting for their boss or mentor to provide the training, coaching, and exposure they need to advance their career. The truth is it's up to each employee to create opportunities, gain visibility, and get the feedback they need to strengthen their performance and position themselves for future roles in the organization.

It's Your Career. Manage It! provides the specific language to use to establish candid relationships with direct supervisors, community members, internal customers, and coworkers. Employees will know what to say to get more of what they want and less of what they don't at work. Managers and coaches will get the language and tools they need to guide direct reports and coachees into a future they're excited about.

Program Outcomes:

- Learn more about the business goals, objectives and challenges driving your organization.
- Become more knowledgeable about customers' needs & how to meet those needs.
- Understand how you and your department are perceived in your organization.
- Ask more. Assume less®.
- Become more knowledgeable about your colleagues' preferences, needs, likes and dislikes.
- Gather feedback, enabling you to manage service levels and the impressions you and your department create with colleagues and customers.

Who should attend?

Professionals who want to advance their career.

Presentation Style

This program is interactive, practical, and hands on. Participants will practice using new tools and language to create the career and business relationships they want.

Program Length

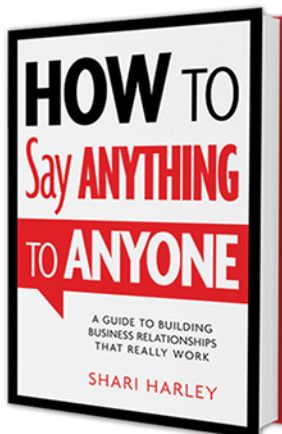
3.5 hours





SHARI HARLEY

SPEAKER TRAINER AUTHOR



Shari Harley is the founder and President of Candid Culture, an international training and consulting firm that is bringing candor back to the workplace, making it easier to tell the truth at work. Managers tell employees the truth about their performance. Employees ask for what they need. Prospects tell you why they did or didn't hire you. Customers tell you how things are really going, giving you the chance to retain their business.

Shari is known globally as an engaging, funny, content-rich business speaker and author. She is the author of the book *How to Say Anything to Anyone: A Guide to Building Business Relationships that Really Work*, holds an MA in Communication and taught leadership at the University of Denver.

Before launching Candid Culture, Shari led leadership development training for OppenheimerFunds, conducted customer service training for American Century Investments, and facilitated and sold programs for Dale Carnegie Training.

Shari's practical approach has led her to speak and train throughout the U.S. and in Singapore, Thailand, Malaysia, India, Dubai, and Australia. Some of Shari's clients include: IBM, DirecTV, Noodles & Company, the U.S. Olympic Committee, Experian, the University of Colorado, the Environmental Protection Agency, the City of Denver, the American Society of Association Executives (ASAE), and the Society of Human Resource Management (SHRM).

From making meetings work and delegating better, to managing your career and saying anything to anyone, Shari's techniques are sure to delight and inform in a real, direct, and very funny way. Participants will be laughing while they're learning and will walk away with tools and techniques to transform any relationship.

Shari's favorite testimonial:

"Best speaker at the conference, no contest. Hands down ... Shari Harley. If every business enterprise in America had a Shari Harley on staff, doublespeak and baloney would wither and die in short order."

-Society for Human Resource Management (SHRM) Conference Attendee

Watch videos, learn more about our training programs and order Candor Products at:

www.candidculture.com



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Business Relationships that Really Work.™

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