

Improve Communication and Influencing Skills

THE CHALLENGE

A group of managers identified the need to improve communication and influencing skills. They approached Aviv Consulting to help them increase their effectiveness in driving projects with peers and virtual teams where no solid reporting lines existed.

WHAT WE DID

We designed a coaching club curriculum that involved a series of individual coaching sessions with each of the managers and a series of workshops with the whole group. The individual coaching sessions focused on concrete situational needs within their projects, as well as personal goals. The workshops focused on communication skills and a series of influencing frameworks.

RESULTS

The managers reported dramatic improvement in their communication skills and ability to influence, which led to accelerated engagement and results in their global projects. Additionally, managers reported improved personal productivity, focus, and well-being.

“A great set of tools and practices packaged in an outstanding experience. It was an extremely powerful and insightful experience. Not one minute went by where my mind wasn’t challenged. I whole heartedly recommend this mind challenging opportunity.”

**Michael McAvoy, Manager
Hewlett-Packard**

“The Emerald Keys class, more than any other I have participated in, made a lasting and meaningful impression on my personal and professional life. I was fully engaged in the learning process – it employed simple and effective techniques that help manage and prioritize the many pulls on my time. As a result, I feel refreshed and energized and have realized productivity gains everyday since. Simply put, I am empowered by the Emerald Keys to achieve success through a real focus on value-centered actions. This is more than time management; this is a personal breakthrough in mastering productivity!”

**Peg Nicholls, Manager
WebEx Communications**



AVIV SHAHAR'S BIO

Founder of *Aviv Consulting*, Aviv Shahar is an international consultant, coach, author and featured speaker. He has extensive experience coaching executives and helping leaders improve their effectiveness, strategic thinking and collaboration. With clients in the UK, Holland, Germany, Spain, Canada, Mexico, Brazil, Singapore, India and the United States, Aviv's passion is to...

**work with outstanding leaders to
create dramatic new futures for people and organizations.**

For over 25 years, Aviv has specialized in helping executives and managers develop and realize their vision and purpose. Clients that compliment Aviv most often are executives deeply committed to transforming their business, and developing their people, particularly their brightest and most capable managers.

Mr. Shahar, known to many of his clients as The Collaboration and Innovation Catalyst, is a recognized expert in organizational transformation and leadership, strategy, and top talent development. Aviv helps leadership teams cultivate innovation, improve collaboration and develop radical trust and peak performance. His experience in coaching for high-performance in critical operations began as a fighter pilot responsible for training other fighter pilots in the Israeli Air Force.

Aviv Consulting is the preferred provider for private and public organizations committed to improvement, innovation and value creation. Aviv helps executives focus on their most precious resources and talent, and develop a purpose-inspired and contribution-based organization. His clients include leaders from Hewlett Packard, Procter & Gamble, Northrop Grumman Corporation, Xerox, Emeritus Assisted Living, Honeywell, Cisco Systems, Frito-Lay Inc., Kellogg's, WebEx Communications, Berkeley National Labs, Potlatch Corporation, Marvell, The Rockefeller University, the US Department of Interior and the US Department of Defense.

Aviv's articles have been published by the Pfeiffer Annuals, The AMA Best of the Best, T+D, and The Futurist. Aviv created the "Blue Belt" top-talent development programs and the acclaimed "Emerald Keys to Success." Aviv is a Member in The Million Dollar Consultant® Hall of Fame.

VISION AND MISSION

Our mission is to help outstanding leaders create dramatic new futures for people and organizations. We are passionate about sharing our ability to elicit exponentially bigger visions of your future than you had imagined, and helping you grow, develop and achieve the personal and organizational goals necessary to make it a reality.

Our vision is realized when the teams we work with are able to: create a radical level of trust, unify around an expansive vision, generate new opportunities, and unlock their creative and innovative powers to actualize their goals.

The first breakthrough in leadership is inside you, in your capacity to reframe your situation, create opportunities and lead from strength. Coaching and consulting with you throughout this developmental journey is our mastery and life's work.