

Building peer-like relationships with executives

Become influential and trusted as you lead-up

One BIG thing

Learn how to develop peer-like relationships with executives for mutual-benefit and to increase your credibility and influence. Professional fulfillment included at no extra cost.

Problem to solve

The great majority of professionals aren't trained on how to **deliberately** develop peer-like relationships with executives. This unfortunate truth affects junior-level and seasoned professionals alike. As a result, many are relegated to the role of order-taking tactician when they should have a dramatically larger impact on the organization as outcome orchestrators and strategists.

Solution to the problem

To transform a relationship with an executive from subordinate to peer-like, you must change the nature and tone of the relationship. Do exactly that by building knowledge of, and increasing confidence in, these areas:



Mission 1: Cultivate a personal relationship

- Generating relational capital with a "drip" list
- Modeling Respected Leadership behaviors
- Asking for off-professional advice



Mission 2: Provide strategic counsel

- Negotiating up the ladder of confidence
- Understanding institutional and representational leadership
- Orchestrating meetings
- Sharing the leader's context as problem solver
- Leading with an outcome-based conclusion
- Asking thought-provoking questions
- Delivering bad news the right way
- Engaging in selfless self-promotion
- Nurturing a distinguished personal brand



Mission 3: Gather intelligence for influence

- Gaining influence through stakeholder relationships
- Becoming a source of valuable information
- Identifying top talent

What now

This building peer-like relationships module is available as a keynote presentation, interactive discussion, or facilitated workshop. Let's discuss the best approach to meet your specific need.

Aaron Zaslofsky, Founder, Wheelhouse Communications

aaron@wheelhouseusa.com

617-894-8214 (cell)

