



One Voice for Nursing Leadership

Negotiation & The Power of Persuasion: Honing Your Advanced Communication Skills

Beyond the Foundation: Advanced Skills for the Emerging Clinical Leader

Presented by Scott Palmer, MS, MAIS

Strong communication skills in nursing, both for front line clinicians, and nursing leaders are essential for success. Though many programs on communication focus on interpersonal relations and conflict management, this advanced workshop takes communication to the next level with a focus on our power of persuasion. Our ability to influence both decision making and the future directions our health care organizations take will be the evidence of our impactful leadership. This course presented by the very popular Scott Palmer, will provide the foundation for each existing and emerging nurse leader to masterfully craft their communication and influence skills.



Participants will:

- Learn how to assess the person they hope to influence and define strategies unique to specific situations and individuals
- Learn a step by step process that not only establishes your credibility related to the subject of your communication, but also assists you to be clear, concise, and direct in your communications
- Advance both your competence and confidence as a person of influence

Seattle, WA: March 9th
Spokane, WA: April 10th
 8:30 a.m. – 4:30 p.m.
 \$150 Member // \$200 Non-Member
 Continental breakfast & lunch included!
 Visit www.NWone.org for location details.

Earn Contact Hours!

NWone is an approved provider unit of continuing nursing education by the Washington State Nurses Association Continuing Education and Approval Program (WSNA CEARP), an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation.

Name & Title: _____ Company or Agency: _____

Phone: _____ Email Address: _____ Date & Location to Attend: _____

Credit Card #: _____ Exp. Date: ____ / ____ (Master Card or Visa Only)

Register online at www.NWone.org or mail to:
 NWone, 300 Elliott Ave. West, Suite 300, Seattle, WA 98119 or fax to (206) 577-1940
 For more information, contact Wendy Ray at wendyr@wsha.org or (206) 216-2516