

# Dr. Marilyn Manning & The Consulting Team



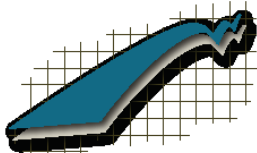
Dr. Marilyn Manning, CEO

*Your presentation on leadership with its interactive exercises was very informative and educational. Our members' enthusiastic participation was the proof positive that they were fully involved.*

Harish Chinai, President  
Project Management Institute

## Partial Client List

Over 40 California Municipalities  
& Public Agencies  
Alameda County Library  
Foundation  
Catapult Communications  
General Electric  
Johnson & Johnson  
Lockheed  
Meeting Professionals  
International  
National Speakers Association  
PayPal  
Stanford University Hospital  
USGS



Facilitating Positive Change

## Lead Like A Pro: Enhancing Your Style

**Do you work well with all personality types? How do you deal with someone who is dominant, controlling, and overly directive? Can you encourage someone who agrees too much to open up and share what's really going on? How do you handle people who question too much and get caught up in the minutiae of work?**

**Learn how to flex your style to get others on the same page. Become more effective at keeping the lines of communication open. Help others work toward mutually beneficial solutions.**

### Participants will develop skills in:

- Identifying communication styles
- Handling challenging behaviors and negativity
- Influencing others to change
- Sharpening listening and negotiating skills
- Developing situational approaches
- Staying calm when under pressure
- Working effectively with a diverse team

*I have found Dr. Manning to be insightful and beneficial to my department and to my growth as a chief executive. I highly recommend the services of The Consulting Team in assisting organizations interested in improving their performance through innovative leadership strategies.*

Walt Tibbet, Chief of Police, City of Alameda

**The Consulting Team, LLC**, was founded by international author, speaker, and certified management consultant **Dr. Marilyn Manning, Ph.D.** The Consulting Team is a consortium of recognized experts in communication, training, facilitation, coaching, leadership development, change, conflict mediation, strategic planning, and team building. For over 20 years The Consulting Team has helped their clients solve difficult organizational and people problems. Their success is evident in that 94% of their work is repeat business.

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