

January 23 - Relationship Building - Career Development Center (WA 209)

Facilitated by Chris Collins, Brew Master – Mankato Brewery

Relationship building is one of the key leadership traits that inspire followership. A leader may be able to provide vision and supervision, but the most successful leaders develop a relationship with people they hope to inspire to follow them. Come learn skills and insights on how to build relationships with others.

Introduction

Current State of Leadership

It takes two to Tango

Genuine Greetings

Level of Involvement

Eleanor Roosevelt Quote

Break the auto-reply-chain

Follow Up

Next Encounter

Authenticity

Inspire a SHARED vision

Coach

Question

Model the way

Leaders make leaders

Citation Further Education:

1. Covey, S. R. (2004). *The 7 habits of highly effective people: Restoring the character ethic* ([Rev. ed.]). New York: Free Press.
2. Carnegie, Dale, 1888-1955. (2009). *How to win friends and influence people*. New York :Simon & Schuster.
3. Mattson, M.G., Williams, J.G., & Orendi, J.A. (2011). *Social excellence: we dare you*. Carmel, IN: Phired Up Productions.