

SPEAKING

The Influence Model

Building Trust Before Driving Results

A practical construction leadership session on how trust is built, influence is earned and project conversations improve when leaders move beyond positional authority.

60 MINUTES

Keynote, breakout or virtual session



WHAT PARTICIPANTS WILL WORK THROUGH

- Distinguish earned influence from positional authority.
- Understand the four foundations of trust.
- Recognize how self-preservation damages communication.
- Connect trust and accountability to project performance.

BEST FOR

Project managers, superintendents, foremen, estimators, operations leaders and workforce development professionals.

WHY DAN

Dan Beatty has worked in heavy civil construction since 1984, moving from field testing through estimating, project management and executive leadership. He brings construction credibility to every room and connects leadership behavior to project performance.

Bring this program to your audience or team

Share the date, format and people in the room. Dan will tell you quickly whether there is a useful fit.

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