Drive Winning Performance With Everyone on the Team

How to Negotiate for a Climate of Collaboration, Trust and Innovation

High performers are committed, driven and focused team members who share similar attitudes and behaviors. They are motivated, dedicated self-starters who drive results no matter the circumstances. Their energy is contagious and engaging; and they make everyone’s job easy.

This presentation is based on Linda’s best-selling book, *The Manager’s High-Performance Handbook: How to Drive Winning Performance with Everyone on Your Team*, her original research, and 25 years of leading decision makers. Linda shares strategies for diagnosing breakdowns and negotiating roadblocks. She provides tools and solutions any leader can use to cultivate a team of high performers and influence better results.

Already have a solid team? Linda will share proven strategies for tapping into team members’ abilities, fine-tuning their effectiveness, and increasing their winning outcomes.

After attending, participants leave with strategies to:

- Align with a common purpose and operating practices;
- Encourage a climate of collaboration, trust and innovation;
- Deliver high-performance service as a competitive advantage;
- Recruit and promote high-performance team members;
- Focus on and produce winning results; and
- Create a personal action plan to fast-track as a leader.

IDEAL AUDIENCE: High-potentials, high-performers, and leaders across all industries.

FORMAT OPTIONS: 45-60 minute keynote; or half-day to full-day workshop. Wish to fast track your leadership team or grow your bench with essential leadership skills? Linda has a comprehensive, six-module consulting program on this topic as well.
Negotiation speaker and author Linda Swindling, JD, CSP, empowers leaders to negotiate everything from big deals to workplace drama using proven strategies that drive results without driving others away.

Linda learned first-hand how to negotiate results from her experiences in the courtroom and the boardroom. During her 10 years practicing law, Linda became a partner, successfully negotiated several million dollar deals, and resolved cases that “couldn’t be settled.” She also served as a respected mediator in the Dallas/Fort Worth legal community. In addition to her legal training, Linda received advanced negotiation training through the Attorney-Mediators Institute, Harvard Law School’s Program on Negotiation, and The University of Houston’s A.A. White Dispute Resolution Center. A Board Certified Coach, Linda was selected through a competitive process to be a Chair with Vistage, the world’s largest CEO development organization. For five years, her role as a Chair included facilitating peer groups as well as coaching and advising CEOs and key executives.

Linda is an engaging keynote speaker who delivers take-home strategies which work in the real work environment. Her material is innovative, based on original research and gained from more than two decades of experience. You won’t hear anecdotal or intangible theories based on books she read. Instead, you get strategies that produce breakthrough outcomes and lasting results. Linda’s past clients include Ericsson, Pepsico, Marriott, Texas Instruments, and more.

Linda is the author/co-author of more than 20 books, including her best-selling Ask Outrageously! The Secret to Getting What You Really Want and Stop Complainers and Energy Drainers: How to Negotiate Work Drama to Get More Done. She is a frequent media guest and a TEDx speaker.

What Others Are Saying About Linda...

"Wow! I thoroughly enjoyed Linda’s awesome, entertaining, humorous, and valuable presentation. Her energy, the information and resources she shared, and her enthusiastic encouragement continues to inspire."
— University of California, Berkeley

“Linda was absolutely fantastic.”
— Four Seasons Hotels and Resorts

“Linda, the evaluations you received from our audience last week are superior! If all presenters were as professional as you, our jobs would be so much easier.”
— International Association for Exhibition & Events (IAEE)