

How to Win Friends and Influence People in the Digital Age

Chapter Program: Tuesday, November 15, 2016



The digital age is changing how we conduct business, communicate and think in the construction industry – drawings and submittals are now exchanged electronically, communications have shifted from face to face meetings to e-mails. It is an exciting frontier that rewards those who leverage the power that it presents. Competing for projects in this new environment will require higher levels of competence in a variety of areas – including the strategies that we use to build relationships and connections throughout the project team, and how we develop more influence in our current role and throughout our career. In this one-hour workshop, we will explore time-tested rapport-building strategies, and how they help us succeed in the wired, fast-paced construction world we live in today. The strategies outlined in this course will teach designers, engineers, constructors, and product representatives how to more effectively communicate in their professional career.

Learning Objectives:

- Discover the secrets to success in influencing other members of the project team.
- Adapt the tried and true principles of rapport building to today's digitally connected construction project.
- Learn a method to have a good, purposeful conversation with owners, engineers, designers, constructors, and manufacturers.
- Develop a game plan to begin building stronger connections in your professional relationships

Continuing Education: 1.0 AIA/CES LU

Time: 5:15-6:10pm Registration, tabletops and dinner
6:10-7:30pm Chapter Announcements and Program

Location: Cannon Design, 225 N. Michigan Ave., Chicago

Cost: Chicago CSI Members Complimentary, Nonmembers \$35

Registration: Due by November 8, 2016



[Click Here to Register](#)

GUEST LIST MUST BE TURNED IN TO CANNON FOR SECURITY. BRING PHOTO ID FOR CHECK IN

Marketing Opportunities:

Tabletops: \$125 CSI Chicago members, \$175 nonmembers.

To reserve your tabletop or for more information please e-mail:

Beth Winkler at csichicagochapter@gmail.com

Parking: Michigan Plaza Parking (205 N. Michigan Av.) entrance is 2 levels under Michigan Ave on the end of Lower Lake Street. If you are not familiar with the lower streets, this entrance is difficult to find so please [download directions to parking garage](#). There are many other parking options nearby.

Meeting Cancellation Policy: Members or nonmembers who are no-shows or cancel after Thursday 5PM are responsible for \$35 fee if the seat cannot be filled.

How to Win Friends and Influence People in the Digital Age

Chapter Program (Cont.)

Program Speaker:



**Dan Conrod, Director of Delivery,
Dale Carnegie - Chicago**



**DALE CARNEGIE®
TRAINING**

Dan has been with Dale Carnegie - Chicago as a consultant since 2005, and began leading training programs in 2007. He was recognized multiple times for global sales club awards, and worked with some of Dale Carnegie's biggest Chicago-area clients to design customized training programs. He now leads the training team in the Chicago marketplace, ensuring that both the quality of content as well as the talent of the trainers is consistently exceeding Dale Carnegie's rigorous standards. Dan works with clients to design training solutions that fit their needs and deliver targeted results.

Dan has served as both a consultant and a trainer during his 10 years on the Dale Carnegie-Chicago team, which is consistently ranked in the top 10 in the Dale Carnegie global network. With a background in collegiate non-profit leadership, Dan has delivered keynote addresses to audiences as large as 10,000 people. He has responsibilities in developing business in the Chicago market place, creating partnerships with other industry leaders, and instructing programs focused on networking, human relations skills, sales, public speaking and managing stress.