



2017 Feed Your MIND Series

COMMUNICATING WITH INFLUENCE

Connect and
Convince With
Communication

NOV 29
12-4pm

\$25 LUNCH
INCLUDED

FOR MORE INFO:
www.wssu.edu/cepay



WINSTON-SALEM
STATE UNIVERSITY

OFFICE OF CONTINUING EDUCATION

Leslie Winbush

winbushlo@wssu.edu ■ 336-750-2138

James Pao

paojh@wssu.edu ■ 336-750-3410

Have you ever felt frustrated by people who misunderstand your words or intentions? Do you sometimes feel that you are not being heard? In this “Feed Your Mind” seminar, we will explore how to communicate well with people. We will cover the six principles of connecting with others from Dale Carnegie’s famous book, “How to Make Friends and Influence People.” Then we dive deeply into each of the four areas of communication that make for powerful persuasion in any conversation. Through hands-on exercises, we will practice some of the best techniques so that in your everyday interactions with others, you can enjoy more positive connection and greater influence with people.

About the Instructor: James Pao is the Program Manager for Continuing Education and Summer Sessions at WSSU and has BS and MBA degrees in Management. Mr. Pao has taught many programs at WSSU including GRE Test Prep, Conflict Resolution, Financial Freedom, Creativity, and Emotional Intelligence with an average evaluation score of 4.8 out of 5.0.

