Influencing Others - Leaders possess the ability to persuade and motivate others to achieve a desired outcome. They persuade by communicating, directing, coaching, and delegating, as the situation requires. Successful leaders understand the importance and relevance of professional relationships; develop networks; gain cooperation and commitment from others; build consensus; empower others by sharing power and responsibility; and establish and maintain rapport with key players.

This CyberFlash will cover influencing others. As stated in a prior CyberFlash, there are three different research-based influence tactics – Head, Heart and Hand (Center for Creative Leadership). I have covered the first tactic – Head. This message will cover the second tactic – Heart. This approach is an emotional appeal and shows how the requested action meets or is based on an individual’s goals and values. When using “Heart”, you describe the task with enthusiasm and express confidence in the person’s ability to accomplish the job. In addition, the request is linked to a clear and appealing vision the person can fully support. If you find yourself in a situation where the research-based influence tactic of Heart will work, try it.

Congratulations to the following officers that were selected for promotion to the rank of LT:

To Be Lieutenant:
Joshua J. Slater
Ryan C. Wattam
Mark K. Frydrych
Justin T. Keesee
Matthew T. Burton
Carl G. Rhodes
Timothy M. Smith
James T. Falkner
Christopher S. Skapin
Chad M. Meckley
Caryn M. Zacharias
Megan A. Nadeau
Marc E. Weekley
Patrick M. Sweeney, III
Announcements:

‘Ask CPC’ Webinar series
In an effort to increase communications with officers and provide a new forum for information exchange, the Commissioned Personnel Center is developing an ‘Ask CPC’ series of web-based seminars (webinars). The first webinar to be scheduled for February 2011 will focus on the promotion process.

The planned format for these quarterly sessions will be a 30 minute presentation followed by an interactive question and answer period with the CPC Director, Deputy Director, Division Chiefs, and Policy and Workforce Planning Leads. Future webinars will focus on topics of most interest to you. The link below will take you to an online survey, we are requesting all active duty officers to respond. Please pick up to three topics you would like CPC to discuss in this forum. If a topic is not listed, please fill in the “Other” section with your suggestion. http://www.surveymonkey.com/s/7YXPKQQ. To date we have received 20 responses, with Training Opportunities and Awards being the leading topics. We will be closing the window for responses January 31.

Forthcoming Refresher Training
REFTRA – 70 has been scheduled to run 04-29 April 2011, with travel days set on 03 and 30 April. More detailed information about the training and travel can be found on the NOAA Officer Training Center – Fleet Wiki page (https://www.st.nmfs.noaa.gov/confluence/display/FleetWiki/Officership+Forum). The following officers have been identified for needing Refresher Training this spring. If you find you are in need of the training and not on the list, or you are on the list and do not need the training please contact LCDR Hancock (assignmentbranch.cpc@noaa.gov) immediately.

CAPT Mark H. Pickett
LCDR Elizabeth I. Jones
LCDR Thomas J. Peltzer
LCDR Christiaan H. Van Westendorp
LCDR Nicholas J. Chrobak
LCDR Charles J. Yoos III
LT Michael O. Gonsalves
LT William G. Winner
LT Matthew C. Davis
LT Sarah A. Harris
LTJG Joshua J. Slater
Point of Contact Changes
Congratulations to Tracey for her recent marriage! If you need to contact the Officer Personnel Management Division for PCS needs Tracey Raymond is now Tracey Peterson. Mrs. Peterson’s email will now be Tracey.M.Peterson@noaa.gov, and her old email address will no longer be forwarding to her current account.

CPC is pleased to announce the arrival of Rodney Cole who will serve as CPC’s Administrative Assistant. Mr. Cole comes to NOAA from the Department of Commerce’s Minority Business Development Agency, where he served as the Administrative Program Specialist. We welcome Mr. Cole to the CPC team and look forward to employing his skills and experience to improve services to the officers and NOAA. Mr. Cole can be reached via email at Rodney.Cole@noaa.gov, or by phone 301-713-7708.

This Month in NOAA Corps History*:
The Albatross began her third year of operation in January 1885 when she sailed from the Washington Navy Yard for a winter cruise in the Caribbean Sea. As was typical, Baird’s letter of instruction to Tanner directed that he combine practical with scientific work(13). Initially the ship collected specimens and hydrographic data off Cuba, Mexico’s Yucatan Peninsula, and the U.S. Gulf coast. Then the ship proceeded to an International Exposition in New Orleans, La., where many visitors came on board.
Additionally, in another effort by the Fish Commission to expand American fisheries, the *Albatross* surveyed known fishing grounds and located a productive, new red snapper bank near Cape San Blas on the west coast of Florida (Tanner, 1887:3-26; USFC, 1887:xxvi-xxviii; Schroeder, 1922:166-167).

Read more

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**Upcoming Uniform and Awards Board Meetings**
February 1
March 7
April 4

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**Approved Retirements/Resignations/Separations**
The following officers have approved retirements, resignations, or separations. Be sure to thank them for their service to NOAA and nation and wish them the best the next time you see these officers!

<table>
<thead>
<tr>
<th>Officer</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>LT Laurel Jennings</td>
<td>April 1, 2011</td>
</tr>
<tr>
<td>LT Katherine Peet</td>
<td>April 15, 2011</td>
</tr>
<tr>
<td>LT Shawn Maddock</td>
<td>May 1, 2011</td>
</tr>
<tr>
<td>LT Jason Seifert</td>
<td>June 1, 2011</td>
</tr>
<tr>
<td>CDR Carl Groeneveld</td>
<td>June 1, 2011</td>
</tr>
</tbody>
</table>

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Figure 15. - The chart room
<table>
<thead>
<tr>
<th>Name</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>LCDR James Illg</td>
<td>July 1, 2011</td>
</tr>
<tr>
<td>CAPT Michael Francisco</td>
<td>August 1, 2011</td>
</tr>
<tr>
<td>CAPT Michael Gallagher</td>
<td>August 1, 2011</td>
</tr>
</tbody>
</table>

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**On the Horizon**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 24-25, 2011</td>
<td>Command Seminar- Pascagoula, MS</td>
</tr>
<tr>
<td>April 4-29, 2011 (Travel 03 &amp; 30 April)</td>
<td>REFTRA- Kings Point, NY</td>
</tr>
</tbody>
</table>

Please see CPC website for additional information:


Assignments: [http://www.corpscpc.noaa.gov/careermgmt/assignments.html](http://www.corpscpc.noaa.gov/careermgmt/assignments.html)


Training: [http://www.corpscpc.noaa.gov/careermgmt/training.html](http://www.corpscpc.noaa.gov/careermgmt/training.html)

Uniforms & Awards: [http://www.corpscpc.noaa.gov/perservices/awards.html](http://www.corpscpc.noaa.gov/perservices/awards.html)

Wiki Fleet: [https://www.st.nmfs.noaa.gov/confluence/display/FleetWiki/Home](https://www.st.nmfs.noaa.gov/confluence/display/FleetWiki/Home)