

Program Overview

Lack of effective leadership skills is the biggest reason why businesses don't reach their potential or, worse yet, fail. These workshops are a combination of top-level leadership principles, strategies and tactics combined with EASY ways to get traction and increase a leaders' effectiveness and impact. The workshops are interactive, hands-on, engaging and fun. Most importantly, each workshop accelerates the leader's growth and leaves them better than they came in.

Leadership Program Format

- 90 minute workshops
- Delivered Virtually or in person
- Written summary/ "Cheat Sheet" provided following sessions for easy reference
- Simple "Make it Stick" exercises to implement learnings in between sessions

Examples of Leadership Development Topics

(can be adjusted based on needs and opportunities)

Influence, Persuasion and Negotiation

- Understanding the key drivers to increasing/decreasing a leader's influence
- Generating value where there is uncommon ground
- Techniques to influence desired behaviors and actions more consistently

Communication with Impact

- Adjusting messages to create desired change and action
- Understanding the "WIFM" and connecting the dots
- Powerful communication methods- individual to large audience

Leading Change

- Recognizing the drivers of organizational change
- Identifying the common stages of most successful change processes
- Accelerating the “speed of adoption” to new ideas and directions

Decision Making

- Analyzing the decision-making process and diagnose potential pitfalls
- Identifying the key drivers that enhance your chance at making a good decision
- Utilizing a range of different managerial levers to improve individual and group decision-making

Leadership Versatility, Agility and Adaptability

- Situational Leadership- Identifying readiness and adjusting style accordingly
- Understanding how and when to use the 6 leadership styles for greatest impact
- Leading diverse teams and personalities in changing environments

Executive Time Management

- Identifying key tasks, prioritizing and managing energy for greatest result
- Gaining leverage through delegation
- Maximizing productivity by positioning time “demanders” as “enablers”

Leading High Performing Teams Effectively

- Defining roles, responsibilities and expectations
- Identifying unique skillsets and abilities
- Communication, processes and ensuring alignment

Creating High Performance Culture

- Setting standards and expectations and driving accountability
- Creating trust and open communication
- Creating a high level of ownership amongst team members

Self-Awareness and Situational Awareness

- Building a heightened level of self-awareness in yourself and others
- Identifying and leveraging your unique strengths and competencies
- Identifying and addressing the needs or opportunities of the team/organization

Performance Management and Enhancement

- Unleashing potential in yourself and others
- The 4 phases of attaining elite performance levels
- The 3 critical components to attracting, developing and retaining "A players"

Emotional Intelligence

- Identifying and managing emotions
- Understanding cognitive biases
- Values vs Principles

Empowering Others to Execute

- Applying techniques to spur high performance and creativity among employees
- Creating core values that inspire and guide employees through difficult decisions
- Effective delegation that leads to organizational and individual growth