



A MIX OF

TECHNOLOGY AND TRADITION

#302 – Achieve Results Through Leadership

Why Should I Attend This Workshop? Great leadership is often called an “art” because it appears effortless and natural. Great leaders who “inspire and create passion in others to accomplish critical objectives” simply tap into the emotional side of the people equation to bring out the best in their constituents. The great leader can enable others when appropriate; make tough decisions when appropriate, and create a compelling direction that brings clarity, sparks innovation and creativity, and sees solutions when others see problems. The good news is that these skills can be learned and applied immediately to enhance results. This highly interactive, applied workshop uses a valid Jung-based “style preference” assessment and the “great leadership” model to develop 18 skills and present over 40 techniques to develop effective leadership. Participants will use their natural and developed leadership skills to inspire others, create better results, and to create a positive, productive, and satisfying work life.

Who would benefit from this workshop? This workshop is essential for all leaders, managers, and supervisors who are accountable to maximize the efficiency and productivity of their performers.

<i>What is the framework?</i>	<i>After the workshop, what will I be able to do?</i>
1. Why are we here?	<ul style="list-style-type: none">• Explain the importance of this competency and workshop in meeting your personal and professional goals• List six (6) myths of leadership
2. What are my behaviors?	<ul style="list-style-type: none">• Identify the gaps in your current leadership skills• Define the 21 competencies of a great leader
3. Learning Model 1: Management versus Leadership	<ul style="list-style-type: none">• Describe the six (6) main roles of a manager• Compare and contrast management and leadership• Identify the six (6) unique characteristics of great leaders
4. Learning Model 2: What is Leadership?	<ul style="list-style-type: none">• Compare and contrast the four (4) historical approaches to leadership• Describe the six (6) elements of leadership• Explain the six (6) actions of great leaders• Explain the four (4) people styles as it applies to leadership
5. Learning Model 3: How do Leaders Influence Results?	<ul style="list-style-type: none">• Compare and contrast intrinsic and extrinsic motivation• Apply the motivation cube to select the best motivators for an individual• Use the principles of “desire and consequences” to create energy in others• Compare and contrast the eight (8) <i>Ps of Persuasion</i> and influence
6. How do I . . . Achieve Results Through Leadership?	<ul style="list-style-type: none">• Apply EA 1 – Apply the four (4) actions to <i>Understand Yourself</i>• Compare and contrast the four (4) major leadership style preferences• Apply EA 2 – Use eight (8) actions to <i>Evaluate the Leadership Situation</i>• Compare and contrast the four (4) leadership approaches• Select the best leadership approach based on the situation• Compare and contrast trusting and trustworthy behaviors• Apply EA 3 – Apply 12 best practices to <i>Build Positive Relationship Bonds</i>• Apply EA 4 – Use 16 techniques to <i>Influence the Situation</i> and inspire others• Apply EA 5 – Follow 7 actions to <i>Have a Clear Leadership Plan to Achieve Results</i>
7. Remember This!	<ul style="list-style-type: none">• Recall the major concepts and terms presented during this workshop
8. Master This Competency	<ul style="list-style-type: none">• Build a personal leadership plan to achieve greater results
9. Plan for Success? – Choose Your Adventure	<ul style="list-style-type: none">• Identify opportunities to continue your personal competency development over the next 30, 60, and 90 days