



Leadership Training for **MANAGERS**

The business world has changed!
Management was about pushing people to succeed. Leadership is about pulling people along to succeed. You require a new skill set to make it to the top in a "pull" environment.

In **Leadership Training for Managers**, you'll learn how to:

- Create a vision – a common ground
- Develop strategies that make things happen
- Take intelligent risks
- Influence people to follow you
- Gain cooperation at every level
- Lead a winning team, department or organization
- Empower others to deliver results

“ I can't say enough about what this process has done for our company.... We gained the ability to ensure that we were all pursuing common goals. To have the entire organization aligned behind our chairman's vision is powerful and results in outstanding rewards for our employees and our shareholders.

-Tony Giordano-
Senior Vice President for
Material Services Fred Weber, Inc.



For information and registration,
please call:

or e-mail to:



Process

After this program, you will be able to:

1. Understanding the distinction between personal leadership and organizational leadership

- Identify the qualities of a good leader
- Recognize the role in organizations
- Understand the five drivers of leadership success

2. Creating an innovation process and understanding the planning process

- Discover the process that drives innovation
- Master the 8-step planning process
- Develop and deploy the implementation plan

3. Understanding the performance process and accountability
Creating a coaching and appraisal process

- Align performance goals with strategy
- Define performance standards
- Hold people accountable
- Learn effective coaching techniques

4. Improving problem analysis and decision-making
Recognizing human potential

- Master different methods of problem analysis and decision-making
- Recognize the potential of others

5. Employing a delegation process
Handling mistakes

- Learn the 8-step delegation process
- Handle mistakes with consideration
- Help people accept new ideas

6. Building quality communication to lead and facilitate more effective meetings

- Use human relations principles to develop teamwork and trust
- Promote interactive communication
- Strengthen listening skills

7. Striving for continuous improvement

- Balancing continuous improvement and breakthrough
- Recognize individual and team success