

Accomplishing the Results You Want 2 day

In this course, students will learn how to strengthen your leadership voice and foster employee buy-in to exceed expectations and achieve the most positive outcome.

Learning Objectives

After completing this course, students will know how to:

- Develop a leadership style that gets results
- Employ suitable motivation techniques for your team
- Adapt your communication style and use influence skills to drive direction
- Empower your team to get the results you want

COURSE OUTLINE

1 - LEADERSHIP STYLE GUIDE

- Exploring the 6 Leadership Styles

2 - MOTIVATION

- Understanding Varying Needs
- Framing Motivators and Dis-satisfiers

3 - COMMUNICATION

- Applying Various Communication Styles
- Comparing the 4 Style Traits
- Adapting to Differing Communication

4 - STRATEGY AND RESULTS

- Using Strategic Drivers
- Linking Strategy to Operations
- Relating Strategy to Results

5 - BUILDING A BETTER TEAM

- Driving Team Performance
- Developing Trust and Respect

6 - INFLUENCE SKILLS

- Differentiating between Ethical and Unethical Influence
- Developing Your Communication and reasoning Skills

7 - NEGOTIATION – GETTING TO YES

- Understanding the Phases of Negotiation
- Developing Principal Negotiation Skills
- Planning Negotiation
- Dealing with Tough Questions
- Getting to a Mutually Beneficial Solution

8 - ENABLING OTHERS TO ACT

- Empowering Others
- Managing the Workload
- Delegating to Workgroups and Teams
- Avoiding Wasted Time and Energy
- Following-Up to Ensure Success

9 - PUTTING IT ALL TOGETHER

- Assembling the Pieces to Achieve the Whole
- Applying Skills to get Results