

## DEVELOPING HIGH PERFORMANCE LEADERSHIP

### DURATION

3 Days

### OVERVIEW

In an increasingly competitive world, successful businesses need leaders as well as managers, to handle the heat. Even so, an individual can't anoint him/herself a leader. Leadership is an honorary degree which can be bestowed only by those who are led. Top management can assign someone to be a leader but the loyalty of those to be led must be earned through successful attitudes and behavior. Those who have been assigned to lead others but lack the skills or motivation to do so will forever remain mere managers.

The Program is designed for experienced managers who have had experience in managing teams and wish to develop a broader range of leadership behaviors. It is designed to cover a broad range of areas and is practical and experiential in its approach with managers referring to their own experiences and examples as a basis for the learning.

A subsidiary of:



[www.Bbusinesss.com](http://www.Bbusinesss.com)

TollFree  
+971800 **Bb World**  
2296753

# MANAGEMENT AND LEADERSHIP SKILLS PROGRAMS

## KEY MODULES

- Introduction
  - Leadership vs. Management
  - What does a manager do?
- Developing Leader Within/Around You
- Vision & Culture of your company
- Mission statement
- Alignment
- Develop your Emotional Intelligence
  - Self-Awareness and Social Awareness
- Our Psychological Map
- Values and Beliefs
- Situational Leadership
  - 4 style of leadership
  - 4 types of followers
- Change
  - Does attitude count
  - Paradigm Shift
- Management Cycle
  - Goal Setting
- Developing a work group as a Team
  - Building a culture of collaboration
- Delegation
- Development Cycle
  - All developments take time
  - Setting the Right Priorities
- Motivation
  - The key to Influence & Persuasion
- Leader as a Coach
- Counseling
- Praise and Criticism
- Building Trust
  - Speed of trust and bottom line
- Wrap Up

## LEARNING OUTCOMES

At the end of the particular program participants will be able to:

- Recognize the key attributes of High Performance Leaders and to develop these skills in order to manage, Lead and motivate people towards common goals.
- Develop a greater self awareness of both your Personal Leadership and Communication Styles.
- Develop techniques for managing and prioritizing time to maximize effectiveness.
- Recognize the key factors that can either motivate or de-motivate people around you.
- Apply effective communication skills at all levels and in all interactions in order to create and maintain a climate of trust and comfortable rapport.
- Develop the coaching skills required of a high performance Leader
- Be able to identify the key factors in the recruitment, development and retention of effective people through effective Performance Management.

A subsidiary of:



[www.Bbusinesss.com](http://www.Bbusinesss.com)

TollFree  
+971800 **Bb World**  
2296753