

FOLLOW MY LEAD - INSPIRE THE TEAM



Module One - What is Leadership?

- ▶ The Definition of Leadership
- ▶ The Role of a Leader
- ▶ Leading vs Managing

Module Two - Behavioural Analysis

- ▶ DISC Behavioural Analysis
- ▶ Behavioural Principles
- ▶ Implications of Personality Style
- ▶ Your Style Under Normal & Pressure Circumstances
- ▶ The Johari Window

Module Three - Communication & Influencing

- ▶ Barriers to Effective Communication
- ▶ Non Verbal Communication
- ▶ Establishing & Building Rapport
- ▶ The Art of Listening
- ▶ Positive Disagreement
- ▶ Giving Feedback, Criticism & Praise

Module Four - Developing Your Leadership Style

- ▶ Vision & Goals
- ▶ Leadership Models - Situational & Contingency
- ▶ Adaptation of Leadership Styles

Module Five - Team Dynamics

- ▶ Roles & Priorities Within the Team
- ▶ Stages of Team Formation
- ▶ Managing Upwards
- ▶ Team Effectiveness in Meetings
- ▶ Team Role Analysis

Module Six - Motivate Your Team

- ▶ Motivational Approaches
- ▶ Resistance & Conflict
- ▶ Motivating through Change
- ▶ Motivational Strategies for the Team

Duration: 2 Days

Price Per Delegate: £595
(Public Scheduled Course)

Price Per Course: £2,495
(On-Site at Customer Premises)

Suitable For:

This programme is suitable for Managers managing both large or small teams who already have experience of tasks such as setting team and individual objectives, delegating and monitoring daily performance.

Learning Outcomes:

The course moves on from the skills covered on The First Time Manager programme and explores leadership styles, what motivates different personality types, the importance and use of good communication skills and how to effectively build, lead and motivate team members.