

Accomplishing the Results You Want

Overview

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.

Target Audience

Executives, managers, and other professionals responsible for teams with results-driven goals.

Course 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
