



The Art of Leadership

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Introduction

"A leader is someone who sets the direction and influences people to follow in that direction"

The Art of Leadership will take you on a journey to discover your own strengths as a leader and demonstrate how you can build on those strengths to lead your own team to higher productivity. Some of the issues discussed in this programme include the best approaches past leaders have taken to drive their teams or organizations to great success and how they overcame difficult times. A study of "best practices" is used based on the latest techniques used in modern business to overcome the enormous pressures that exist in this trying economy. In this programme you will learn how to:

- Determine best practices of leaders through history and how to apply them today
- Explore your leadership capabilities and areas for personal development
- Build a culture of TRUST that encourages people to follow you
- Identify strategies for overcoming obstacles in the work environment that lead to higher performance

Who Should Attend?

This programme is intended to take professionals and give them pure leadership skills to enable them to have the capacity to both lead and manage people. In that context, the programme should be attended by those who aspire to build their leadership qualities

Training Methodology

This programme is an interactive mixture of lecture, discussion groups, team activities and practice on various case studies and video sequences. It provides the latest instructional technologies to enable the delegate to learn and apply the skills and techniques used in the programmes.

Course Objectives:

This programme is designed to promote effective leadership and influencing skills among management personnel. At the conclusion of this training session, you should be able to:

- Articulate an understanding of what leadership means for your business
- Determine your role as an effective leader in any organization
- Demonstrate the leadership core skills of Communication and Inspiration; Systems Thinking and Emotional Intelligence
- Use personal influence and develop political savvy to network and influence people effectively
- Describe a change management model for management and the process of planning, communicating and implementing change
- Develop a Personal and Professional Vision and Communicate it to all stakeholders
- Tap into and "inner power" to gain self-confidence and strength.
- Get the most productivity out of each constituent (worker or other)

Course Outline:

Module 1 - Leadership and Influence: What do they mean?

- Programme Introduction
- The Challenge to Lead in today's modern organization
- Lessons learned from powerful leaders of the past
- The Changing nature of Leadership
- The role of leaders in today's organization
- The influence of followers on leadership
- Self-Assessment: Leadership Behaviors
- Know yourself, a guide to your inner strengths
- Three Lenses of Leadership
- The Flight of the Buffalo: Leaders who create Leaders

Module 2 - How a Leader leads from inner power

- Ways to Increase Self Knowledge
- Self-Reflection
- Understand how you Think
- Becoming a "Systems Thinker"
- The Character of a Leader
- Leadership from Within
- Creating an Environment of Leadership
- Balancing Inquiry and Advocacy
- Guide to your Inner Leader

Module 3 - How a Leader builds trust

- What is trust
- The benefits of a high trust environment
- How Trust produces the competitive edge
- Building Capacity for Trust
- Personal Influence and Political Savvy
- Effective Interpersonal Influence
- Negotiating Agreement
- Developing Your Political Savvy

Module 4 - How a Leader uses communication to gain influence

- The Art of Communication as a leader
- Building your skills as an effective communicator
- The power of Vision
- Using language a word pictures to demonstrate your vision
- John Kotters Change Management theory in practice
- Practice session

Module 5 - How a Leader influences people

- The Motivating Leader
- How a Leader motivates themselves and others
- The need for achievement, power and affiliation
- Expectancy theory and motivation
- How a leader Creates an environment for self-motivation
- Personal Roadmap to Leadership
- Review