

LEADERSHIP EFFECTIVENESS WORKSHOP

Values Driven Leadership

- Establishing vision, values, purpose and direction
- Corporate values leading to a competitive Advantage

Leadership Opportunities for Competitive Advantage

- Developing a personal and organizational vision
- Identifying, cultivating and exploiting core competencies
- Creating and sustaining competitive advantage
- Achieving a spirit of continuous improvement
- Building strategic alliances

Survival on the Fast Track

- Characteristics of high achievers
- Moving through the transition period
- Personal self-development strategies

Characteristics of Effective Managers and Leaders

- Differences between managers and leaders
- Managerial style assessment
- Diagnosing and changing organizational culture
- Implementing motivation techniques

Productive Use of Power and Influence

- Characteristics of powerful people
- Flaws that derail executive careers
- Selecting the right influence strategies

Effective Managerial Negotiation Strategies

- Negotiation styles assessment
- Competitive and collaborative negotiation techniques
- Achieving a mutually acceptable agreement

Developing Teams

- Manager as team leader
- Dynamics of teams
- Building commitment to team success

Ethical Dilemmas and Organizational Implications

- Ethical issues impacting decision-making
- Corporate and personal value analysis
- Building a corporate conscience

Personal and Organizational Renewal

- Avoiding complacency and rigidity
- Personal renewal strategies
- Pushing the limits of potential

Questions- please call 1-800-UNC-EXEC