

Leadership Skills - Advanced

You have reached the senior role for which you have been aiming (or it's in your sights now!) or maybe you are the MD of an expanding business. You are ambitious, and you have the potential to succeed. Yet, how well are you equipped to lead effectively at this level?

During this highly practical and exhaustive event, you will have the opportunity to discover how to remain true to yourself and your personal ambitions whilst leading others forward. The event will give you the opportunity to lift yourself out of operational detail and to adopt a more strategic perspective.

You will take part in a series of demanding activities designed to explore and test your capacity to excel as a leader in a range of business climates.

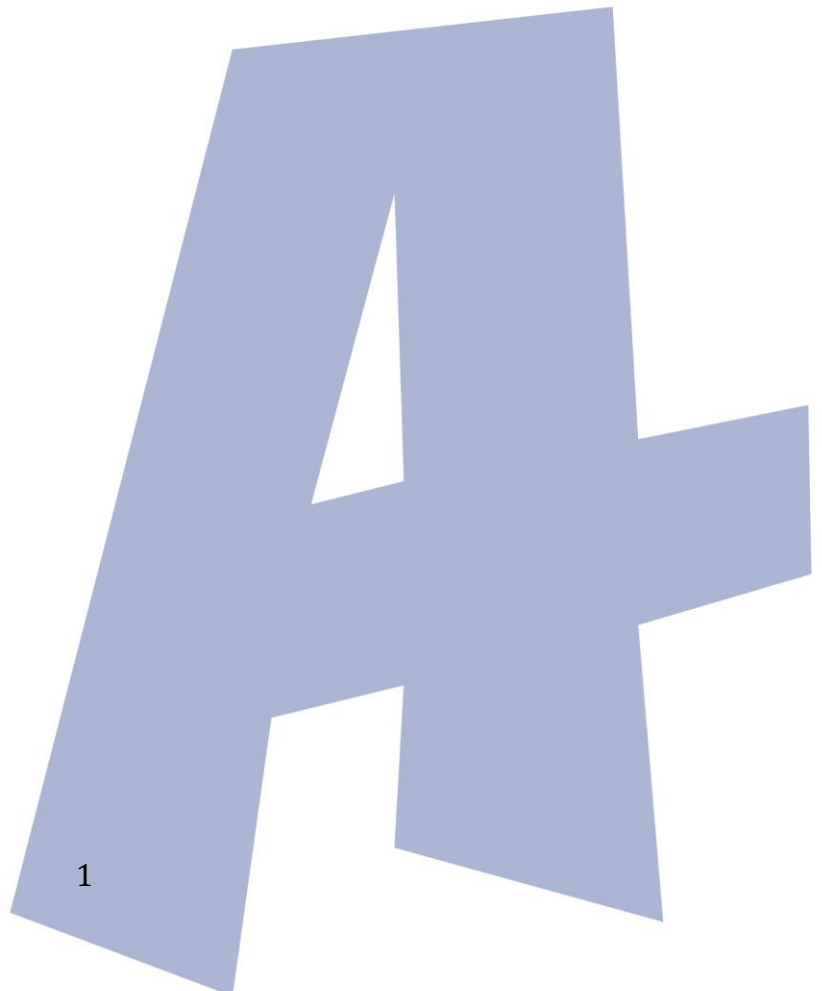
Who will the course benefit?

All those in a strategic management role or those looking to move into such a role.

Course Objectives:

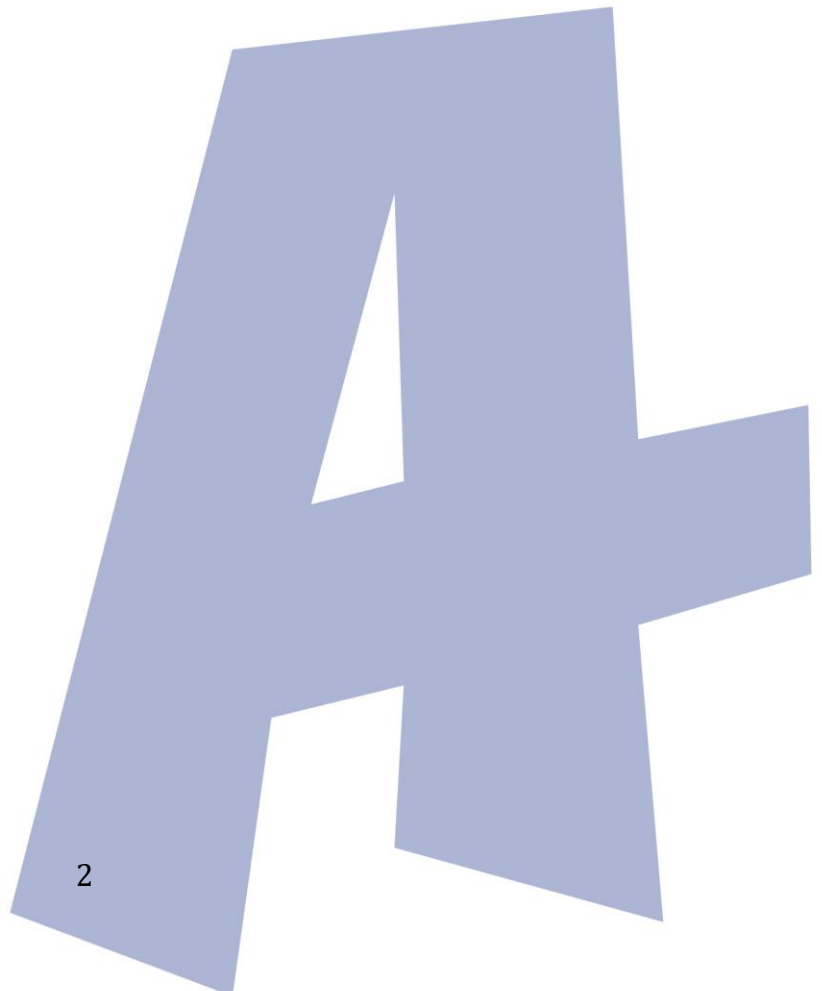
To enable delegates to enhance and develop their management and leadership skills.

Course Duration: 2 days



This course will enable delegates to:

- Develop the personal awareness necessary to make a greater impact
- Establish and demonstrate the core competencies and qualities required as a business leader
- Work effectively with key stakeholders for business advantage
- Plan and drive home change
- Develop strategies to manage a team of managers
- Integrate developments in the business world with their management strategy
- Use key performance ratios for business benefit



Course Contents

Leading the Business

- Benchmarking your abilities against your role as business leader
- What makes an outstanding leader?
- How to be true to yourself whilst leading in uncertain times
- Establishing your leadership 'persona'
- What impact do you need to make?
- Moving from operational to business leadership

Analysing and Understanding your Organisation

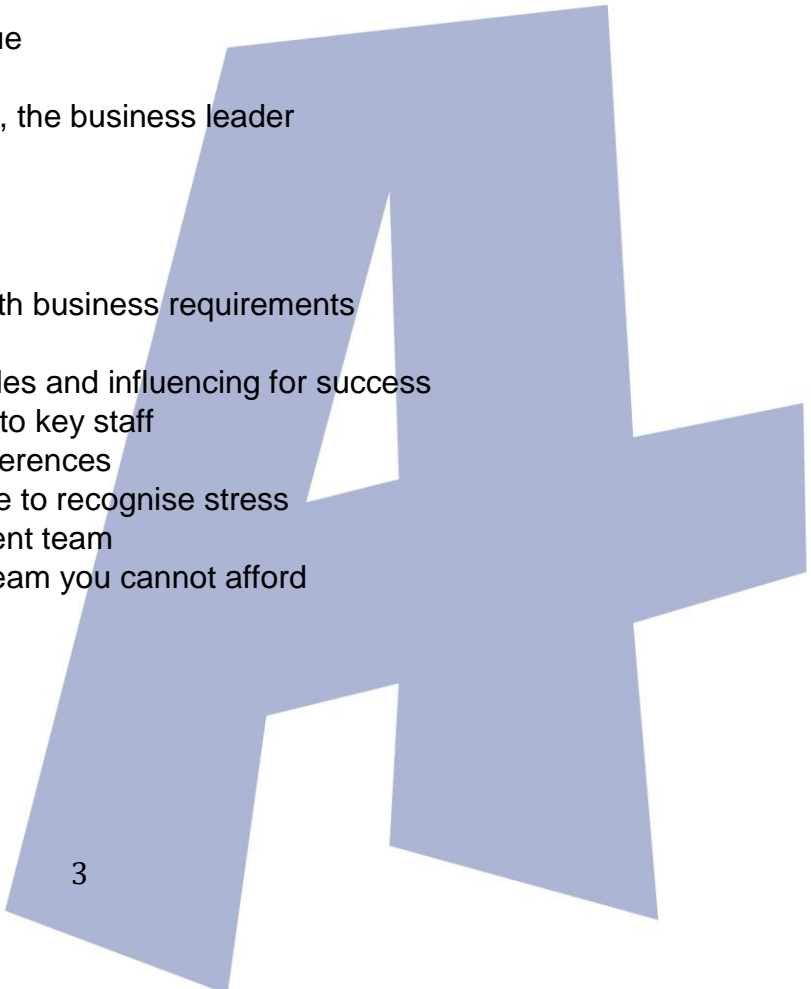
- Helicopter vision
- Exploring the context in which your business operates
- The business manager as an 'influencer' for success
- Company politics and the wielding of power

Business Intelligence

- Business paradigms from a macro strategic perspective
- Recession and growth
- Changing business models
- Maximising shareholder value
- Mergers/acquisitions
- What is demanded from you, the business leader

Mastering Interaction Skills

- Uncovering the real 'you'
- Marrying your personality with business requirements
- The dynamics of personality
- Communicating across profiles and influencing for success
- Making the business matter to key staff
- Working with personality differences
- Using your personality profile to recognise stress
- Building the right management team
- Avoiding the management team you cannot afford



Strategic change management

- Phenomenon of change
- Four strategies for change
- Factors in selecting a strategy
- Define the future you are seeking
- Develop a communication strategy
- Stakeholder management Tips

Practical leadership

- Experiment with alternative behaviours
- Managing remotely
- Different cultures
- Managing a crisis
- Beating the competitor
- Test your personal learning

Refuelling Yourself

- Most important skills for today's leaders
- Taking time out for yourself

Taking Stock

- Creativity - visioning and drawing
- What progress has been made

Business Management Thinking

- Individual and group presentations with audience feedback
- Demonstrating appreciation of key business issues
- Demonstrating business confidence.

Channelling the Learning

- Feedback on leadership qualities displayed
- Matching initial 'aims and ambitions' with outcomes from event

