

Leadership Skills for Insight and Accelerated Success

Overview:

The prominent search firm Egon Zehnder International analyzed career success for 515 senior executives. Seventy-four percent of the highest performing executives were also very high in emotional intelligence. Further, research at the Center for Creative Leadership found that being low in the following emotional intelligence competencies strongly contributed to career downturns: managing change, team work relations and interpersonal relations (The Value of Emotional Intelligence Coaching, Auerbach).

This customized program is designed to build your leadership skills by focusing on the key 360-degree interactions managers and senior managers must successfully navigate with:

- Direct reports
- Peer managers
- Internal and external clients
- Executives above you

Case studies and role plays drive hands-on learning while action planning and follow up coaching sessions provide support for sustainable change.

Who should attend:

- Managers of people and/or work products, who want to jumpstart their managerial skills
- Newly promoted managers
- Managers who would like to hone their leadership skills

Key topics:

- Building the Foundation:
 - Emotional Intelligence
 - Communication and listening
 - Influence and persuasion
 - Decision-making
 - Delegation and creating accountability
 - Conflict resolution
 - Building trust
- Leading in a 360 world
- Action planning for results

Post course reinforcement:

45-day and 90-day follow up coaching sessions

Course Length:

1.5 to 2 days (client driven), plus 2 coaching sessions