

Course Description

21st Century Leadership: Managing for Results AMS201



Overview

This course is developed to equip team members with the tools needed to interact effectively. It will provide attendees with a system to improve team behavior, negotiation and conflict management skills and in turn, results. Attention is paid to individual skill sets as well as the collective culture. The assessment instruments and communication tools utilized in the delivery of this program can be adopted by any organization to continually improve individual and team performance. In addition, the program is designed to help participants develop a clear and concise thought process required to plan, conduct, control, and succeed at negotiations of all levels.

Learning Objectives

- Identify communication links
- Create a road map for successful communications that can reach across organizational boundaries
- Build synergy to allow for team based discussions that lead to consensus in a timely fashion
- Position yourself and other members of the team to achieve success by utilizing the right person for the job
- Identify and practice the basics of meeting management
- Identify and understand the critical success factors necessary to consistently achieve high yield negotiations
- Determine objectives from varied sources to set the tone for a comprehensive and goal oriented plan and build in room for changing and varied circumstances
- Understand creative problem solving
- Use your creativity to solve leadership problems

Format

This course is highly interactive and adaptive to participant's interests and needs. A discussion approach is used and is accompanied by individual and team exercises. The coverage is practical but intense and designed to impart usable skills for each participant.

Duration

Three days

Who Should Attend

Managers and team members who wish to enhance their leadership skills and manage for results would benefit by taking this course.