

## Accomplishing the Results You Want | 3 Days

Success is measured by results. Detailed plans and a captivating vision are important, but true accomplishment is in carrying your goals through to a winning outcome. In this course, you will learn how to strengthen your leadership voice and foster employee buy-in to exceed expectations and achieve the most positive outcome.

### WHO SHOULD ATTEND:

Executives, managers, and other professionals responsible for teams with results-driven goals.

### JOB ROLES:

Personal Development  
Leader of Teams/Projects

### OBJECTIVES:

- Develop a leadership style that gets results
- Employ suitable motivation techniques for your team
- Adapt your communication style and use influence skills to drive direction
- Empower your team to get the results you want

### COURSE OUTLINE:

#### Leadership Style Guide

Exploring the 6 Leadership Styles

#### Motivation

Understanding Varying Needs  
Framing Motivators and Dissatisfiers

#### Communication

Applying Various Communication Styles  
Comparing the 4 Style Traits  
Adapting to Differing Communication

#### Strategy and Results

Using Strategic Drivers  
Linking Strategy to Operations  
Relating Strategy to Results

#### Building a Better Team

Driving Team Performance  
Developing Trust and Respect

#### Influence Skills

Differentiating between Ethical and Unethical Influence  
Developing Your Communication and Reasoning Skills

#### Negotiation – Getting to Yes

Understanding the Phases of Negotiation  
Developing Principal Negotiation Skills  
Planning Negotiation  
Dealing with Tough Questions  
Getting to a Mutually Beneficial Solution

#### Enabling Others to Act

Empowering Others  
Managing the Workload  
Delegating to Workgroups and Teams  
Avoiding Wasted Time and Energy  
Following-Up to Ensure Success

#### Putting it All Together

Assembling the Pieces to Achieve the Whole  
Applying Skills to Get Results

## We Ensure Personal & Professional Growth Through:



### TOPIC-SPECIFIC, REINFORCEMENT MATERIALS TO ENRICH YOUR JOURNEY

eBooks, On-Demand Courses, Quick Videos,  
Personal & Team Assessments, Tools & Templates.