POSITIVE®
Power to your purchasing

EFFECTIVE LEADERSHIP & MANAGEMENT

Interactive Training Course

ONLINE TRAINING

CLASSROOM TRAINING

Our leadership development programs are designed for those in management and leadership positions, or those on a development path to such positions. The courses are inspirational and combine a broad range of training on leadership topics as well as a series of interactive group work exercise, case studies, videos and facilitated debate.

This course will bolster personal and organizational capability and help you build better teams that can achieve the goals and outcomes you need.

This highly memorable program involves sessions designed to increase the understanding of one's self as well as how delegates interact in a team environment. A range of personal and leadership tools in conjunction with analytical techniques are explored which will help to better equip individuals for the workplace. Individuals who attend these courses find them exceptionally beneficial and learn new approaches that help for years to come. We can offer standard leadership development courses or we can develop a custom course to meet specific development objectives, perhaps combined with a teambuilding element.

This course is suitable for:

- Anyone in a managerial role
- Senior executives or managers
- Individuals who are to transition into management
- Anyone who needs to lead or manage a team

You may also be interested in:

- Personal Effectiveness – A 2-day interactive workshop aimed at any individual who wants to better understand themselves and how they interact within a team. This inspirational workshop equips individuals with a series of tools and techniques for life that will dramatically improve personal effectiveness in any role.

- Team Building – For in-person events we can provide a range of indoor or outdoor team building activities that can be delivered as a single event to galvanize a new or underperforming team, or can be incorporated into other learning and development programs. For online programs, similar team building events are possible with virtual team challenges conducted remotely.

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Course Content

Understanding effective leadership and management

- Introduction to leadership and management
- Attributes of an effective leader
- Leadership behaviours and types of leaders
- What leaders do and don't do

Leading teams

- Leading teams and team dynamics
- Personal team roles
- Personal role anchors
- Communication - in teams and as a leader
- Leadership, power and sources of authority—leading where there is no direct authority

Influencing and coaching

- Influencing skills
- Coaching skills
- Body language
- Inspirational leadership - motivating people to excel
- Personality assessment (various tools available)

Maximizing our potential

- How I see the world, how others see it – NLP perceptual positions
- Personal energy levels and how to maximize your output
- Time management and personal planning
- Stress and managing stress

Skills for effective leadership

- Managing upwards
- Leadership communication
- Conflict management and resolution
- Problem solving
- Executive leadership

Presentation and facilitation

- Presentation skills
- Facilitation skills
- Managing personal career development

Learning Objectives

By the end of this course delegates will be able to:

- Describe the role of the leader
- Lead and manage direct reports more effectively
- Manage self and personal ambition more effectively
- Interact, communicate and facilitate meetings

more effectively

- Describe aspects of their personality that shape how they behave
- Develop a personal development and career plan
- Better solve problems and manage conflict

What You Will Get

This training is delivered by two highly experienced procurement experts and can be delivered either live online as a series of workshops or as a 3-day classroom event, exclusively for your company at almost any location worldwide.

Different language options are available, and a summary of course evaluations and feedback will be provided after the training.

Delegates will receive:

- Full colour Effective Leadership & Management training workbook containing summary of content from the 3 days
- Laminated leadership tools sheet
- Copies of all case studies and group work exercises
- A certificate for all delegates who complete the course