

The World Leader in Developing Self Managers

LEADERSHIP - DEVELOP YOUR ORGANIZATION

LEADING INDIVIDUALS, TEAMS

2 Day Workshop



A Performance Coaching & Management System

INTRODUCTION

- Leadership Styles
- Leadership

TOOL KIT

- The Five Basic Principles
- Performance Equation
- The Effort Grid
- Ideal Organization

SELF DEVELOPMENT

- The Consulting Model
- ManagementPro
- 4 Methods to Improve Effectiveness

PERFORMANCE EQUATION

- Roles & Responsibilities
- Understanding Your Players
- Practical Applications

SELECTING POTENTIAL

- Understanding & Implementing the Profile
- Coaching to the Profile

LEARN IT - DO IT - MAKE IT A HABIT

SIX KEY PRINCIPLES

- Expectations Dictate Performance - Communication Agreement
- Build on Strengths - Self Confidence Model
 - Skill Development Model
- Reinforce Behaviors & Attitudes - Learn Reinforcement Strategies
- Motivation is Internal - Coaching for Commitment
- Achieve a Positive Return on Energy - Avoid Burn-Out
 - Improve ROI
- Manage by Effort to Get Results - Coaching to a Process
 - Weekly and Monthly Reviews

BUILDING NEW HABITS

- A Practical Process for Building New Habits

CREATING & COACHING A SELF MANAGEMENT SYSTEM

- 6 Steps
 1. Determine the Goal
 2. Determine the Essential Activities
 3. Get Commitment
 4. Establish an Admission Ticket
 5. Reinforce Effort & Results
 6. Promote Self-Reinforcement

EFFORT GRID

- Time & Energy Motivation
- Managing Your Return on Energy
- Coaching Strategies

RESULTS GRID

- Who & How to Coach
- Impact of Skills Training
- Impact of Personal Effectiveness Training
- Impact of Performance Coaching

SUSTAINMENT

- One-on-One Telephone Coaching
- Follow-up Practicum

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