

# LEADERSHIP

Great Leaders • Great Teams • Great Results



ACHIEVING ORGANIZATIONAL GREATNESS THROUGH KNOWLEDGE-AGE LEADERSHIP.

## OUTCOMES

- Build trust and influence with others.
- Define team purpose and the “job to be done.”
- Create a strategic link between the work of the team and the goals of the organization.
- Connect the work of the team to the organization’s economic model.
- Align the four essential systems of execution, talent, core work processes, and customer feedback.

“The call and need of a new era is for greatness. Tapping into the higher reaches of human genius and motivation requires leaders to have a new mind-set, a new skill-set and a new tool-set.”

– Dr. Stephen R. Covey

## DO YOUR LEADERS KNOW HOW TO UNLEASH THE HIGHEST AND BEST CONTRIBUTION OF THEIR TEAMS TOWARD THEIR ORGANIZATION’S MOST CRITICAL PRIORITIES?

Today’s leaders must be able to see each of their team member as a **“whole person”** – body, heart, mind and spirit – and manage and lead accordingly. As a result, leaders spend their efforts creating a place where people want to stay and in which they are enabled to offer their best, time and time again.

Great leaders have the mind-set, skill-set, and tool-set necessary to unleash the highest talent and capability of their people against the organization’s most important priorities. These are found in the **“whole-person”** paradigm and the 4 Imperatives of Great Leaders.



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### A NEW TOOL-SET: THE 4 IMPERATIVES OF GREAT LEADERS

Leaders can unleash talent and capability in others by carrying out the 4 Imperatives of Great Leaders in a “whole person” way.

#### 1. Inspire trust

Leaders need to build credibility and trustworthiness, so that people will trust them with their highest efforts. It will reduce cost, increase speed and improve profitability.

#### 2. Clarify Purpose

Leaders need to be able to define a clear and compelling purpose and articulate their vision to people so that they understand; feel excited and inspired to offer their best to achieve their best each day.

#### 3. Align Systems

Leaders need to create and align systems that support the purpose and goals of the organization, enable people to work their best, operate independently of the leader and endure over time.

#### 4. Unleash Talent

Leaders need to develop an energized team where people’s unique talents are leveraged against clear performance expectations in a way that encourages responsibility and growth.



### KEY BENEFITS

Our program is widely regarded by clients as the most valuable and effective leadership development solution for senior executives. Participants gain:

- A vision of what it means to be a great leader.
- A radically new paradigm for leading in the Knowledge Worker Age.
- A powerful framework for solving chronic leadership problems.
- Practical leadership skills and tools.
- A specific process and data-based action plan to get started.

This leadership program taps into the thinking and best-sellers of well-known leadership experts, including;

**Jack Welch**, *“Winning”*

**Ram Charan**, *“Execution: The Discipline of Getting Things Done”*

**Fred Reichheld**, *“The Ultimate Question”*

**Clayton Christensen**, *“The Innovator’s Dilemma”*

**Stephen R. Covey**, *“The 7 Habits of Highly Effective People”* and *“The 8<sup>th</sup> Habit”*

**Stephen M.R. Covey**, *“The Speed of Trust”*

## ACHIEVING ORGANIZATIONAL GREATNESS THROUGH KNOWLEDGE-AGE LEADERSHIP.

## PROGRAM SCHEDULE

**DAY ONE**

8:00 a.m. - 8:30 a.m.

8:30 a.m. - 5:30 p.m.

**Registration****Foundation**

- What a Great Person Does
- Levels of Engagement
- Whole-Person Paradigm
- Four Chronic Problems and their Solutions

**Inspire Trust**

- Trust: The Core of Leadership
- Character and Competence
- So How Do I Inspire Trust?

**Clarify Purpose**

- How Purpose and Vision Fit
- Clarify Team Purpose

**DAY TWO**

8:30 a.m. - 5:30 p.m.

**Clarify Purpose**

- Shared Purpose
- Create a Vision

**Align Systems**

- What is a Great System?
- Four Essential Systems
- Core Work Processes

**Unleash Talent**

- Three Leadership Conversations
- Action Planning

**Conclusion**

Coffee Breaks: 10:15 - 10:30 a.m. and 3:00 - 3:15 p.m.

Lunch Break: 12:00 - 1:00 p.m.

For more information, contact

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