

## Leadership

7 one-day workshop-style seminars over 9 months, for C-Level Executives who wish to self-assess and develop their leadership style and impact (maximum 12 participants).

<b>Seminar 1 Being a Leader</b>	<ul style="list-style-type: none"><li>• Responsibilities and challenges</li><li>• Foundations of leadership thinking and communication</li><li>• Assessment of current personal leadership style and impact</li><li>• Leadership responsibility and time usage</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 2 Managing Senior Executives</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of implementation plans since Seminar 1</li><li>• Influencing performance and morale through storytelling</li><li>• Developing an exemplary style to promote high performance and continuous improvement</li><li>• Managing negative attitudes and behaviour</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 3 Managing Upwards</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of implementation plans since Seminar 2</li><li>• Getting “yes” responses from senior management/Board</li><li>• Preparing and managing senior stakeholder meetings</li><li>• Influencing the corporate culture</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 4 Leading Teams and Projects</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of implementation plans since Seminar 3</li><li>• Initiating, managing and reviewing team performance without manipulation</li><li>• Communication decisions, setting objectives and following-up</li><li>• Connecting and aligning purpose, values and strategies</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 5 Influencing Internal and External Clients</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 4</li><li>• Building relationships, trust and influence with decision makers</li><li>• Negotiation skills and making proposals</li><li>• Building collaboration</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 6 Influencing your Peers</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 5</li><li>• 360° planning and leadership</li><li>• Managing conflict</li><li>• Advanced facilitation skills</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 7 Legacy</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 6</li><li>• Establishing and maintaining operating principles and ethos</li><li>• Corporate Social Responsibility and leading in a digital age</li><li>• Creating the future: what people will remember you for</li></ul>