

## Future Leaders

7 one-day workshop-style seminars over 6-7 months, for mid-level managers earmarked for future leadership roles (max 12 participants).

<b>Seminar 1 Being a Leader</b>	<ul style="list-style-type: none"><li>• Responsibilities and challenges</li><li>• From management and technical expertise to leadership</li><li>• Assessment of your communication style and impact</li><li>• Personal organisation: creating time for thinking as a leader</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 2 Managing People and Performance</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of implementation plans since Seminar 1</li><li>• Motivating others towards change and improvement</li><li>• How to generate creativity and engagement?</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 Influencing Clients/ Customers Effectively</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 2</li><li>• Understanding customer/client needs and building trust</li><li>• Understanding the business development pipeline</li><li>• Generating business from existing and new clients</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 4 From Events to Process</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 3</li><li>• Seeing and understanding events as part of larger processes</li><li>• Structuring and managing a team effectively</li><li>• Planning and managing projects</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 5 Developing High Performance</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 4</li><li>• Setting your own standards</li><li>• Influencing upwards effectively</li><li>• Generating trust and collaboration across peer groups</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 6 Leading Internally and Externally</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 5</li><li>• Developing a coaching style of leadership</li><li>• Managing internal conflict</li><li>• Facilitation skills in internal and external meetings</li></ul>
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
<b>Seminar 7 Building Your Leadership Capability</b>	<ul style="list-style-type: none"><li>• Report Back: exchange of results since Seminar 6</li><li>• Establishing and maintaining operating principles</li><li>• Leading change, growth and transformation</li><li>• Charting your career</li></ul>