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PHOENIX TS

Leadership and Influence Training

This 1-day training teaches critical techniques, concepts, and approaches to build confidence and leadership skills.

Course Overview

This 1-day instructor-led course is designed to teach the techniques to build the confidence it takes to lead. Course topics include:

- Evolution of Leadership
- Situational Leadership
- Personal Inventory
- Modeling the Way
- Inspiring a Shared Vision

Course Outline

Overview

- Housekeeping items
- The Parking Lot
- Workshop objectives
- Pre-assignment review
- Action plans and evaluations

The Evolution of Leadership

- Defining Leadership
- Characteristics of a Leader
- Leadership Principles



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- A Brief History of Leadership
- Three Theories of Leadership
- Case Study

Situational Leadership

- Selling
- Telling
- Participating
- Delegating
- Case Study

A Personal Inventory

- An introduction to Kouzes and Posner
- A personal inventory
- Creating an action plan
- Case study

Modeling the Way

- Determining your way
- Being an inspirational role model
- Influencing others' perspectives
- Case study

Inspiring a Shared Vision

- Choosing your vision
- Communicating your vision
- Identifying the benefits for others
- Case study

Challenging the Process

- Think outside the box
- Developing your inner innovator
- Seeing room for improvement



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- Lobbying for change
- Case study

Enabling Others to Act

- Encouraging growth in others
- Creating mutual respect
- The importance of trust
- Case study

Encouraging the Heart

- Sharing rewards
- Celebrating accomplishments
- Making celebration part of your culture
- Case study

Basic Influencing Skills

- The art of persuasion
- The principles of influence
- Creating an impact
- Case study

Setting Goals

- Setting SMART goals
- Creating a long-term plan
- Creating a support system
- Case study



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Included in this **Leadership and Influence Training**

- %day% instructor-led training
- Leadership and Influence Training training book
- Notepad, pen and highlighter
- Variety of bagels, fruits, doughnuts and cereal available at the start of class*
- Tea, coffee and soda available throughout the day*
- Freshly baked cookies every afternoon*