

€ TRAINING

Advanced High Performance Leadership



7 - 18 October 2024
Milan (Italy)



Advanced High Performance Leadership

REF: M30 DATE: 7 - 18 October 2024 Venue: Milan (Italy) - Fee: 10100 Euro

Introduction:

This training program is designed to equip individuals with the skills, knowledge, and mindset necessary to excel in leadership roles within high-performance environments. Participants undergo tailored development focused on enhancing their ability to inspire, motivate, and drive teams towards achieving ambitious goals while adapting to complex and rapidly changing circumstances.

Program Objectives:

At the end of this program, the participants will be able to:

- Understand the real meaning of leadership.
- Become a master of communication and influence.
- Create and harness the power of vision and visualization.
- Motivate and inspire people.
- Learn how to have a magnetic personality.
- Create momentum and urgency within yourself and others.
- Learn how to engage, inspire and enable your people.

Targeted Audience:

- Managers among all managerial levels.
- Chair Managers.
- Executive Managers.
- Team leaders.
- Employees who want to gain great skills to improve their career and personality.

Program Outlines:

Unit 1:

Leadership:

- What is true leadership, lessons from the past masters.
- Modern leadership and its impact on business.
- Human behavior, predictable outcomes.
- The new business reality and its impact on us all.
- Force field analysis and the comfort zone.
- Employee mentality versus entrepreneurial spirit.
- The equalizer effect.
- Leaders VS managers.

Unit 2:

Vision:

- How to create a vision and How to harness the power of vision through visualization.
- Psycho cybernetics and its connection with the vision.
- Goal setting the key to making the vision a reality.
- The mastermind group.
- Positive mental attitude, gaining power from a strong vision.
- Linking vision to mission and values.
- Vision timeline, mathematical coaching model.

Unit 3:

Communication:

- Discover your communication style and Identify other peoples communication style.
- Learn how to motivate and influence each of the styles.
- Body language and The 5 levels of listening.
- Advanced questioning techniques.
- Selling your ideas and vision.
- How to get buy-in from others.

Unit 4:

Innovation:

- How to create a culture of innovation.
- How to engage your people to generate new ideas.
- Left brain, right brain, and innovation, Creative thinking and problem solving.
- Suggestion boxes, and reward criteria.
- Quantity versus quality on innovation projects.
- Absolute VS Desirable criteria.
- Using multi-disciplined employees to gain width and depth.
- Using innovation to reduce costs and Sticky note innovation.

Unit 5:

Influencing Skills:

- The relationship bank account.
- The 10 guaranteed deposits.
- Confidence is king.
- The give to get the ratio.
- The fire within, Enthusiasm.
- Time to get passionate.
- The BE. DO.GET model.
- The pipeline principle.

Unit 6:

The Challenge:

- The leadership challenge.
- Rule number 1, Everything matters.
- The importance of stretching ourselves.

- Association and its impact on our ability to inspire.
- Receiving feedback on our abilities, from other leaders.
- Why standing still is no longer an option.
- Even eagles need a push, and so do we.
- The cycle of personal growth.

Unit 7:

Inspirational Leadership:

- Why some people are inspirational and Why Human Beings desire to be inspired.
- Human behavioral patterns and cultural differences.
- Differing forms and styles of inspiration.
- A decision? A skill? or something we are born with.
- Why some people win and some people fail.
- Dreamers versus planners.
- Lighting a fire under your people.

Unit 8:

Enabling:

- What is an enabler and Why managers and enablers are so different.
- The skills required to become an enabler.
- How the giving away power, will gain you more.
- Enabling in different cultures.
- Resistance to an enabling business culture.
- Why enabling, gains loyalty and increases trust and Why enablers are far stronger than managers.

Unit 9:

Engaging and Encouraging Your People:

- Why most employees are not engaged by their work.

- The 45-year plan, and its effect on motivation.
- The true cost of business meetings.
- Engage your team to gain better results, Engagement in business meetings.
- Everyday engagement principles, Engaging an audience through presentations.
- Recognition and rewards.

Unit 10:

Personal Leadership Challenge:

- The dream, The goals and The style.
- The accountability.
- The payback.
- The enabler.
- The shield.
- The sword.