

# € TRAINING

Leading Through Self Discovery



23 December 2024 -  
3 January 2025  
Milan (Italy)



# Leading Through Self Discovery

REF: M107 DATE: 23 December 2024 - 3 January 2025 Venue: Milan (Italy) - Fee: 10100 Euro

## Introduction:

This training program is designed to facilitate personal and professional growth by guiding participants through a journey of self-discovery. It aims to empower participants to leverage their newfound insights to enhance their leadership capabilities and pursue their goals with confidence.

## Program Objectives:

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

- Discover and analyze their leadership style and tendencies.
- Grow in personal power and effectiveness.
- Understand, develop and employ the emotional forces within them.
- Become familiar with different styles of thinking and identify their personal preferences.
- Learn how to find out what they don't know and solve the real problem.
- Develop flexible creative and well-motivated teams.
- Understand themselves and their potential more clearly, and resolve conflict more effectively.
- Improve their ability to communicate, influence, and work with others.

## Targeted Audience:

- Emerging Leaders aspiring to develop their leadership skills and unlock their full potential.
- Mid-Career Professionals seeking personal and professional growth through self-discovery and leadership development.
- Team Managers looking to enhance their leadership abilities and guide their teams to success.
- Organizational Leaders interested in fostering a culture of continuous improvement and individual empowerment within their teams.
- Individuals in Transition seeking clarity and direction in their professional journey through self-exploration and discovery.

## Program Outlines:

## Unit 1:

### Master Keys of Effective Leadership:

- The principles of leadership.
- The mind and the heart of the leader.
- The practices of effective leaders.
- The five roles leaders play.
- Leadership self-assessment.
- Rebalance your leadership style for optimal results.

## Unit 2:

### Towards Emotional Self-Awareness:

- Growing your power.
- Achieving emotional excellence.
- Self-leadership through inner mastery.
- Success through a positive attitude.
- Your time and your life.
- Increasing personal productivity and direction through personal Integrity.
- Designing a strategic plan for your life and career.

## Unit 3:

### Mastering People Skills:

- Understanding Interdependence.
- Winning through effective communication.
- The active listening model.
- The four styles of communication.
- Dealing with conflict constructively.
- Using the principles of influence & persuasion.

- Speaking and presenting skillfully.
- The art of win-win negotiation.

#### Unit 4:

##### Building and Leading Extraordinary Teams:

- How a high performing team differs from a traditional workgroup.
- The three elements of high-performance teams.
- Understanding the four types of teams.
- The stages of team development.
- Team dynamics: How teams work.
- Understanding and optimizing team member styles.
- Leading through trust and Leading through change.

#### Unit 5:

##### Performance Management:

- Igniting team creativity.
- The art of practical coaching.
- Conducting effective performance discussions.
- Positive discipline through expectations.
- Delegating and empowering the right way.
- The situational leadership model.
- How to analyze development needs.
- Using effective tools for managing performance.

#### Unit 6:

##### Understanding Your Creativity:

- Creativity & your personality.
- Understand and use personality styles as a management tool.

- Creative flexibility to manage effectively.
- Importance of perception.
- Maximizing our perceptual ability.
- Creativity and the Holistic Model.
- Creative people from the past.
- Building a Creative Model.

## Unit 7:

### Generating Creativity:

- Understand how creative thinking works.
- Developing Openness to new ideas.
- The Creative Mind: Whole Brain Thinking.
- Distinguish stages of the creative process.
- Recognize what makes excellent creative thinking.
- Identify and understand the creativity in others.
- Developing a Creative environment.
- Consciousness and competence.

## Unit 8:

### Strategies for Creative Problem Solving:

- Problem-solving strategies.
- Getting in the right mindset.
- Taking risks & looking for paradigm shifts.
- Defining the Real Problem.
- Recognizing mental blocks to creativity.
- Brainstorming for solutions.
- Utilizing the SLIP technique.

- Utilizing the drill down funnel.

## Unit 9:

### Encouraging a Creative Climate at Work:

- Releasing creativity at work.
- Fostering creativity.
- Incubating ideas.
- Challenging assumptions.
- Creativity for business breakthroughs.
- Sharpen your creative thinking: Metaphors & Analogies.
- Releasing Creativity through Coaching.

## Unit 10:

### Leading on The Creative Edge:

- Innovative leadership for excellent performance.
- Convergent & Divergent Thinking Skills.
- Developing creative potential in teams.
- Understanding creative people.
- Interacting creatively.
- Planning your Creative future.