



the**performance**tree  
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## Leadership: Great Leaders. Great Teams. Great Results

Delivered by Franklin Covey

### » Summary

Building on the work of thought leaders including Jack Welch, Stephen R. Covey, Ram Charan and Fred Reichheld, FranklinCovey's powerful new leadership process provides middle to senior level managers with the mind-set, skill set and tool set they need to achieve the organisation's highest priorities.

### » Outcomes

FranklinCovey's Leadership: Great Leaders, Great Teams, Great Results programme will help leaders learn how to:

- ▶ Build trust and influence with others.
- ▶ Define their team's purpose and their "job to be done."
- ▶ Create a strategic link between the work of the team and the goals of the organisation.
- ▶ Connect the work of the team to the organisation's economic model.
- ▶ Align the four essential systems of execution, talent, core work processes, and customer feedback.

### » Challenge

**Do your leaders know how to unleash the highest and best contribution of their teams toward their organisation's most critical priorities?**

Today's leaders must be able to see their people as "whole people"—body, heart, mind, and spirit—and manage and lead accordingly. As a result, leaders spend their efforts creating a place where people want to stay and in which they are enabled to offer their best, time and time again.

### **Today's Leadership Crisis**

The transition from the industrial Age to the knowledge worker Age has resulted in four chronic problems faced by today's leaders. These include:

- ▶ Trust in leaders at historic lows. Just when the payoff for trust was never higher, we have wary customers, hesitant partners, a cynical public, and suspicious employees.
- ▶ Strategic uncertainty. Challenges that once took years to materialise now arise overnight; competitive advantages vanish, governments vie for capital and talent;

and hyper-paced technological change means that someone on the other side of the world just turned your business on its head.

- ▶ An ominous shortage of experienced leadership. In some countries, throngs of leaders are retiring and other rapidly growing countries lack qualified leaders. the result? Inconsistent execution, weak decisions, missed opportunities, and unfulfilled employees.
- ▶ The war for talent. Just when the right idea can change an industry, knowledge and creativity are at a premium—and totally mobile. People are no longer satisfied with just showing up they want to make a difference. The best people hire their employers, not the other way around. the contribution they can make is more motivating than their pay cheque

### » Solution

Leaders unleash talent and capability by carrying out the 4 imperatives in a “whole person” way. They are sequential in that one builds upon another, and simultaneous meaning that you must constantly pay attention to all four in order to sustain outstanding performance.

Great leaders can be defined as having these 4 imperatives:

- ▶ Imperative 1: Inspire Trust—to build credibility as a leader, so that people will trust you with their highest efforts.
- ▶ Imperative 2: Clarify Purpose—to define a clear and compelling purpose that people will want to offer their best to achieve.
- ▶ Imperative 3: Align Systems—to create systems of success that support the purpose and goals of the organisation, enable people to do their best work, operate independently of you, and endure overtime.
- ▶ Imperative 4: Unleash Talent—to develop a winning team, where people’s unique talents are leveraged against clear performance expectations in a way that encourages responsibility and growth.

Overcome today’s challenges by tapping into the best thinking of well-known leadership experts such as:

- ▶ Jack Welch (former head of GE)
- ▶ Ram Charan (Execution: The Discipline of Getting Things Done)
- ▶ Fred Reichheld (The Ultimate Question)
- ▶ Clayton Christensen (The Innovator’s Dilemma)
- ▶ Stephen R. Covey (The 7 Habits of Highly Effective People)
- ▶ Stephen M. R. Covey (The Speed of Trust)

### » Format and Duration

More than just a training event, Leadership: Great Leaders, Great Teams, Great Results takes a process-oriented approach to developing great leaders. This 3-Day workshop, as outlined below, includes:

- ▶ Pre-work to help you prepare for the experience, including defining a personal leadership challenge or opportunity you want to focus on.
- ▶ A Leadership Quotient (LQ) assessment to measure your leadership capabilities against the 4 imperatives of great leaders.
- ▶ A full set of electronic tools, videos, and other resources to help you implement what you have learned and achieve new levels of results when you return to your organisation.

- ▶ Exclusive access to online leadership tools, expert interviews, and other resources.
- ▶ A follow-up Leadership Quotient assessment (six months after the programme)

» **Cost**

£1495 + VAT

» **Get in touch with us**

Call us at **08455213747** or [click here](#) to fill the form.