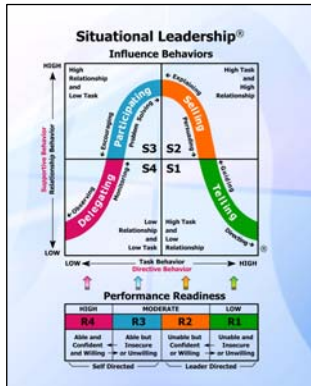


SITUATIONAL
LEADERSHIP®The Most
Prevalent Model
For Leadership
Effectiveness
(Two-Day Version)

Receive feedback and analysis of your Situational Leadership® Profile and an application model to increase your leadership effectiveness.



"Leadership effectiveness is about adapting your leadership style to match the current performance needs of your follower for a specific task."

Tan Joo Seet, Area Partner
Center for Leadership Studies (Asia)

CELEBRATING
1985 25 2010
YEARS IN ASIA

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OVERVIEW

Situational Leadership® is a dynamic, engaging workshop that provides the fundamentals of a time-tested, behavioral model of how to best influence the performance of people.

This innovative workshop is pragmatic, flexible and offers the means for learners to begin to impact performance results. It is an extremely flexible facilitated developmental experience.

The use of DVD technology enables the facilitator to easily tailor the material for the specific needs of a group – and the overall organization.

PROGRAM DESCRIPTION

Situational Leadership® is the most prevalent leadership system used in the world – and has been for over 40 years. Constantly updated and refined, based on client feedback and research, it is a powerful and pragmatic workshop based on a simple model of how to adapt one's behavior – and when! Behaviorally based, proven and intuitively simple, this model has more value today than ever before.

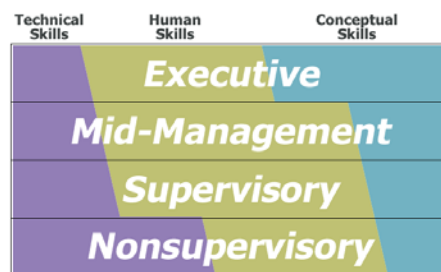
The *Situational Leadership®* workshop is the centerpiece of the situational suite of training technology and services. It seamlessly links to other programs and services designed to build and extend participant's skills in influencing, leading, coaching and managing.

The very nature of leadership is changing quickly. Now, more than ever, the *Situational Leadership® Model* is an essential tool for people wanting to lead in a way that yields top performance and fosters a positive work environment.

LEAD PROFILING AND LEADERSHIP MODEL

During the workshop participants will receive feedback and analysis of their leadership profile

through our LEAD profiling. They will also receive an application model for leadership instead of just learning theories.

**TWO-DAY OUTLINE**

- **Why Situational Leadership®?**

- Leadership Input And Performance Output
- Intention, Action And Perception
- Successful And Effective Leadership
- Flexibility And Consistency
- Key Performance Areas
- Organizational Skills Model
- The Steps Of Using The Situational Leadership® Model

- **Influencing The Performance Others**

- The Process Of Influence
- Democratic And Autocratic Leadership
- Personal Power And Position Power

- **LEAD Self**

- Leadership Style / Perception Of Self

- **Surfacing The Real Task**

- **Assessing Criteria For Performance**

- Performance Readiness
- Ability And Willingness
- Performance Readiness Hints
- Performance Readiness Levels
- Determining Performance Readiness Levels
- Performance Readiness Level Cues
- Assessing Task Specific Performance Readiness

- **Influence Behaviors**

- Leadership Styles
- Relationship Behavior And Task Behavior

- **The Situational Leadership® Model**

- Using Situational Leadership®

- **LEAD Directions**

- Self-Scoring And Analysis
- Leadership Style Selection
- Leadership Style Adaptability
- Leadership Style Profile
- Primary Style And Secondary Style
- Processing Your LEAD Self Data
- Over Leading And Under Leading

- **Mapping Your Real World**

- Application Planning

- **Leader As Catalyst™**

- Development Cycle
 - : *Developing Performance Readiness Of Others*
 - : *Leadership Style S1 To S2*
 - : *Leadership Style S2 To S3*
 - : *Leadership Style S3 To S4*
- Regressive Cycle
 - : *Turning Around Performance Slippage*

- **Situational Leadership® Simulation**

PARTICIPANT MATERIALS

Available in English and Chinese



Each participant will receive:

- Participant Workbook which includes LEAD Self and LEAD Directions
- Pocket Reference Guide
- Situational Leadership® Color Model 8.5" x 11" Card
- Situational Leadership® Color Model Laminated Wallet Card
- Certificate Of Accomplishment