

THE SITUATIONAL LEADER™

ONE-DAY WORKSHOP ~ OCTOBER 4, 2010 ~ KUALA LUMPUR



LEAD PROFILING AND LEADERSHIP MODEL

During the workshop you will receive feedback and analysis of your leadership style profile through our LEAD profiling. You will also receive 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

CENTER FOR LEADERSHIP STUDIES
ASIA

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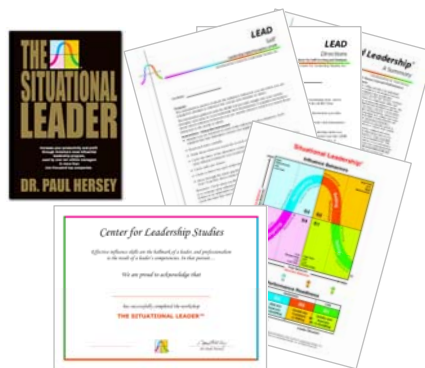
DESCRIPTION

For organizations to achieve excellence in today's world, the commitment to develop people is becoming increasingly important. It is the effective utilization of the human resources that is the cornerstone to high performing organizations. This workshop provides a practical framework to influencing people and increasing productivity.

Based on a proven, easy-to-apply model that has already trained over 14 million people worldwide, *The Situational Leader™* workshop is for everyone at all organizational levels involved in the difficult and delicate task of influencing others. It is for achieving results, developing people, and contributing to organizational success. It is the compelling application of the **Situational Leadership® Model**.

It is not enough to describe your leadership style and communicate your intentions. A Situational Leader assesses the performance of others and takes the responsibility for making things happen.

PARTICIPANT MATERIALS

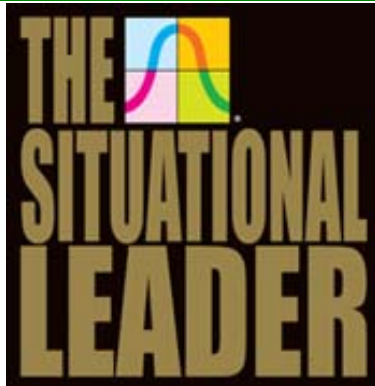


Each participant will receive:

- *The Situational Leader* Book By Dr Paul Hersey
- LEAD Self Leadership Style/Perception Of Self
- LEAD Directions Directions For Self-Scoring And Analysis
- Situational Leadership® A Summary
- Situational Leadership® Color Model 8.5" x 11" Card
- Certificate Of Accomplishment

ONE-DAY OUTLINE

- **When I Lead Others: A Reflection**
- **Why The Situational Leader™?**
 - Leadership Input And Performance Output
 - Intention, Action And Perception
 - Successful And Effective Leadership
 - Flexibility And Consistency
- **My Five-Persona Team Case Study**
- **LEAD Self**
 - Leadership Style/Perception Of Self
- **Steps In Using the Situational Leadership® Model**
- **Identify The Specific Job, Task Or Activity**
 - Your Real World Case Application
- **Assessing Current Performance Readiness**
 - Factors Affecting Leadership Effectiveness
 - Performance Readiness
 - Ability And Willingness
 - Determining Performance Readiness Levels
 - Assessing Task Specific Performance Readiness
 - Case Study And Application
- **Match Leader Response**
 - Traits, Behavioral And Situational
 - Democratic And Autocratic Leadership
 - Personal And Position Power
 - Relationship And Task Behaviors
 - Determining Leadership Styles
 - Case Study And Application
- **Using The Situational Leadership® Model**
 - Development Cycle
 - Regressive Cycle
 - Case Study And Application
- **LEAD Directions**
 - Self-Scoring And Analysis
 - Primary And Secondary Styles
 - Leadership Style Profile
 - Leadership Style Range
 - Leadership Style Adaptability
 - Over Leading And Under Leading
- **Mapping Your Real World**
 - Your Real World Case Application Planning



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**WORKSHOP LEADER:
TAN JOO SEET**

Tan Joo Seet offers training and consulting in leadership, relationship, coaching and selling – helping clients to leverage human performance and enhance overall organizational performance. He brings with him over 30 years of business, management and consulting experience; and has worked in 26 countries in Asia-Pacific, Europe and North America.

During his 20 over years in training and consulting he has worked with more than 400 clients. He is a frequent speaker at professional and business conferences, and writes regularly. Over 30 of his articles have been published. He was featured in the television program *Money Matters*, and co-hosted the radio series *Working Matters*.

After completing his tertiary education in engineering, Joo Seet did the Master of Management, the Graduate Diploma in Personnel Management, and the Advanced Diploma in International Marketing. He is a Certified Business Planning Consultant and a Chartered Marketer.

Joo Seet is the Founder and Area Partner & Managing Director (Asia) of the Center for Leadership Studies with offices in Singapore, Malaysia and Hong Kong. He is also the Founder and Director of Human Edge Consulting Group and Performance Learning. Since 1987, he has been working with Dr Paul Hersey and the Center for Leadership Studies.

In addition to his training and consulting experience, he has held regional management positions in human resources, sales and marketing, business development and general management.

ADMINISTRATIVE DETAILS

Date : October 4, 2010
Time : 9.00 am – 5.00 pm
Fee : RM1,200 per participant
Early Bird : Register and pay three weeks before the workshop
– RM1,080 per participant
– RM960 per participant for three or more participants
Venue : Parkroyal Kuala Lumpur
Jalan Sultan Ismail
50250 Kuala Lumpur, Malaysia

Closing Date: Two weeks before workshop
Registration and Payment: Registrations may be made by mail, fax, email or online. All cheques should be crossed and made payable to Center for Leadership Studies Asia.

Refund of Fees: Full refund of course fee will be given if written notice of withdrawal is received not less than three weeks before commencement of the workshop. If no such written notice is received, the full course fee will remain payable.

Cancellation/Postponement: Center for Leadership Studies Asia reserves the right to cancel or postpone the workshop due to any unforeseen circumstances.

IN-COMPANY WORKSHOP

Contact us for information.



CENTER FOR LEADERSHIP STUDIES

The Center was established in the mid 1960's by Dr Paul Hersey. Dr Hersey's pivotal research around influence and behavior led to the development of the Situational Leadership® Model. Over the last four decades, this model has become the basis of the most prevalent leadership system in the world.

Thousands of top organizations use Situational Leadership® training programs to enhance performance and develop positive work environments. Well over 14 million people around the world have experienced Situational Leadership® training with the Center. The skills they learn help them grow more successful as managers, supervisors, coaches, team leaders and individual contributors.

These same concepts are also effectively applied to selling, customer service, parenting, and wherever influence skills make a difference. The Center offers a variety of products and services that range from self and peer assessments and 360° feedback to training programs.

In Asia, we partner with the TRACOM Group to offer Social StyleSM training. For nearly 50 years they have been helping organizations improve their business performance by providing interpersonal and leadership tools. TRACOM's Social Style Model™ is recognized as an effective way to build interpersonal skills. It is the most rigorously tested and practical approach for identifying and building interpersonal skills in business settings.

REGISTRATION

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Mr/Mrs/Ms/Mdm/Dr

Job Title

Company

Address

Tel

Fax

Email

Enclosed is the cheque #

for RM made payable to

Center for Leadership Studies Asia

Contact person if different from participant:

Mr/Mrs/Ms/Mdm/Dr

Job Title

Tel

Fax

Email