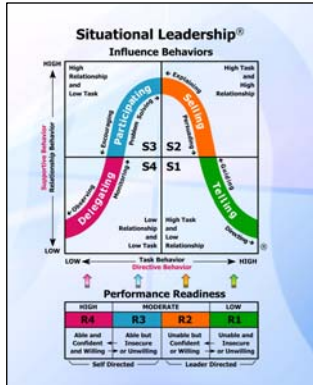


# SITUATIONAL LEADERSHIP®: THE CORE PLUS



**The Most Prevalent Model For Leadership Effectiveness**  
**TWO-DAY WORKSHOP**  
**MARCH 26 & 27, 2012**  
**SINGAPORE**

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

**"Leadership effectiveness is about you adapting your leadership style to match the current performance needs of your follower for a specific task."**  
 Tan Joo Seet, Managing Director  
 Center for Leadership Studies (Asia)



**CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD**  
 www.asia-situational.com  
 www.facebook.com/CLASia  
 391B Orchard Road #23-01  
 Ngee Ann City Tower B  
 Singapore 238874  
 Tel: (65) 6286-5833  
 Fax: (65) 6286-5733  
 Email: [clssg@asia-situational.com](mailto:clssg@asia-situational.com)

## 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.

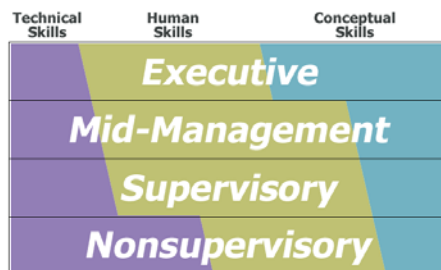
The very nature of leadership is changing quickly. Now, more than ever, the *Situational Leadership® Model* is an essential tool for people wanting to lead in a way that yields top performance and fosters a positive work environment.

## LEAD PROFILING AND LEADERSHIP MODEL



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

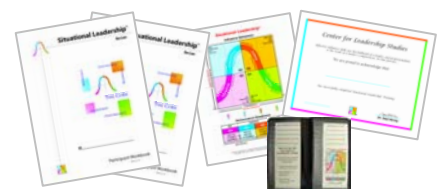
through our LEAD profiling. They will also receive an application model for leadership instead of just learning theories.



## 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 In Applying The Situational Leadership® Model**
- **Influencing The Performance Of 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
- **Leader As Catalyst™: Regressive Cycle**
  - Turning Around Performance Slippage
- **Situational Leadership® Simulation**
  - Developing Your Diagnostic And Leadership Skills

## PARTICIPANT MATERIALS

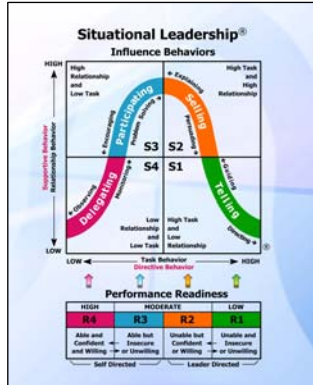


- Each participant will receive:
- Two Participant Workbooks which includes LEAD Self and LEAD Directions
  - Pocket Reference Guide
  - Situational Leadership® Color Model 8.5" x 11" Card
  - Certificate Of Accomplishment

LEADING

LEVERAGING YOUR  
LEADERSHIP  
EFFECTIVENESS

# SITUATIONAL LEADERSHIP® THE CORE PLUS



## The Most Prevalent Model For Leadership Effectiveness



### WORKSHOP LEADER: TAN JOO SEET

Tan Joo Seet offers training in leadership and interpersonal effectiveness – 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 Managing Director of Center for Leadership Studies (Asia) with offices in Singapore, Malaysia and Hong Kong. He is also the founder and Director of Human Edge Organization, and Performance Learning. He has also served as Managing Director (Asia) of Zenger-Miller from 1985 to 1996. 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** : March 26 & 27, 2012  
**Time** : 9.00 am – 5.00 pm  
**Fee** : S\$1,290 per participant  
**Early Bird** : Register and pay before March 5, 2012  
 S\$1,160 per participant  
**Venue** : Orchard Hotel  
 442 Orchard Road  
 Singapore 238879

**Closing Date:** March 12, 2012

### 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) Pte Ltd.

### 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) Pte Ltd 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.

To ensure that you received the highest quality, only our licensees and certified trainers are authorized to offer and implement our programs. With a focus on specific task and behavior, our training programs are applicable in any culture or group. A network of talented professionals in over 44 countries represents the Center.

In Asia, we partner with the TRACOM Group to offer SOCIAL STYLE<sup>SM</sup> training. For nearly 50 years the TRACOM Group has been helping organizations improve their business performance by providing interpersonal and leadership tools.

## REGISTRATION

### Mail:

CENTER FOR LEADERSHIP STUDIES  
(ASIA) PTE LTD  
391B Orchard Road #23-01  
Ngee Ann City Tower B  
Singapore 238874

### Fax:

(65) 6286-5733

### Email:

clssg@asia-situational.com

### Online:

www.asia-situational.com/sg-sl1203

Mr/Mrs/Ms/Mdm/Dr

Name

Job Title

Mobile

Email

Company

Address

Tel

Fax

Enclosed is the cheque #

for S\$ \_\_\_\_\_ made payable to

Center for Leadership Studies

(Asia) Pte Ltd

Contact person if different from  
participant:

Mr/Mrs/Ms/Mdm/Dr

Name

Job Title

Mobile

Email