

Four Quadrant Leadership

Course Overview

The principles and practices of Four Quadrant Leadership are founded on centuries of accumulated evidence from history, philosophy, science, ethics and other sources of knowledge and wisdom. When these principles are being constantly demonstrated, competent managers can become excellent leaders.

- Number one reason people quit their jobs – their boss
- 50% of all employees would fire their boss if they could
- Poorly led work groups are 50% less productive, 44% less profitable
(Source: Gallup study of over one million employees)

Four Quadrant Leadership is a comprehensive leadership system used in thousands of companies spanning the globe – to assist individuals in both recognising their capabilities as a leader and demonstrating those capabilities with clearly defined, proven, leadership practices.

It is the culmination of more than five decades of extensive research and testing by world renowned behavioural scientist Wilfred Jarvis. This informative three-day seminar has been specifically designed for *senior and middle management positions* with the aim of introducing a clearly defined 'system' of deliberate skills and techniques that will further develop and enhance, all forms of decision making, delegation, communication and motivation.

The principle components of this seminar include:

- Distinctions between leadership versus management
- Personal mastery and how to take control of bad habits
- Relationships - winning hearts and not just heads
- Diagnosis of poor performance and how to deal with it – permanently
- Applying 'The Quadrants' for effective decision making – every time
- Handling stress... some myths, truths and cures
- Self reflection on both past performance versus future opportunities
- Reaffirming of strengths in those things you currently do well
- Being challenged to change and improve in those areas of weakness/opportunity
- Growing in confidence through specific leadership techniques
- Learning from those who have gone before us
- Establishing new personal development goals/expectations for the future

This high energy, high impact, professional training experience will challenge attitudes, change behaviours and inspire an improved culture of professionalism and excellence in leadership within your business. The benefits of 4QL go well beyond the boundaries of the work place. Whilst the principles and practices of 4QL will have a significant impact on all our dealings with colleagues, contractors, customers and suppliers, of even greater value is the impact of these teachings on our children, our friends and indeed all of those wider communities of influence we are connected to.

Process

Applying deliberate accelerated learning techniques, all attendees will be actively engaged in syndicate discussion groups, a wide range of leadership scenarios, experiential exercises, case studies, self assessments/profiling and flip chart exercises. Every effort is made to ensure no one is embarrassed, pressured, or made to feel inferior or inadequate at any time throughout this learning experience.

This course also encourages (and facilitates) a high level of self reflection based on past performance and experiences and then focuses the learner on future hopes, dreams and expectations based on the new knowledge gained.

An extensive 4QL folder is provided for notes and forms the framework of content for the three days. It comes complete with course exercises, 'master' documents, templates and key reference points for future use back on-the-job.

Participant Profile

This programme is designed for managers, business owners and leaders who are looking for practical, useful leadership tools that can be applied immediately to effect positive change/results in the work place. It is often at this level within the organisation that the *management of things* can subtly and inadvertently take us away from the *leadership of people*.

Both are prerequisites to effectively executing business strategy and creating highly motivated teams that can consistently and willingly 'do the job'.

Typical participants on 4QL are:

- Highly motivated to succeed
- Determined to progress strategy through people
- Expected to assume a high level of responsibility for achieving strategic business outcomes
- Keen to explore and realise their potential as a true leader
- Positive and professional in every way

Course Pricing \$1195.00 + GST

Course Dates	11-13 March	Auckland
	19-21 May	Christchurch
	16-18 June	Wellington
	3-5 August	Auckland
	20-22 October	Christchurch

Four Quadrant Leadership Enrolment Form

Venues and Dates (please tick the date/venue you will be attending)	
<input type="checkbox"/> AUCKLAND 11/13 March	Waipuna Hotel and Conference Centre 58 Waipuna Road, Mt Wellington Phone: 09 526 3003
<input type="checkbox"/> CHRISTCHURCH 19/21 May	Progress Seminars 'Endeavour Room' Unit 4/41 Sir William Pickering Drive Burnside, Christchurch Ph 03 3574402
<input type="checkbox"/> WELLINGTON 16/18 June	
<input type="checkbox"/> AUCKLAND 3/5 August	Waipuna Hotel and Conference Centre 58 Waipuna Road, Mt Wellington Phone: 09 526 3003
<input type="checkbox"/> CHRISTCHURCH 20/22 October	Progress Seminars 'Endeavour Room' Unit 4/41 Sir William Pickering Drive Burnside, Christchurch Phone 03 3574402
Attendees	
Name:	Company Name
Ph:	
Name:	Contact Person
Ph:	
Name:	Contact Phone Number
Ph:	
Name:	Contact Email Address
Ph:	
Name:	Signature
Ph:	
Investment for the Four Quadrant Leadership Seminar	
\$1195 + GST per person. This includes all course folders, materials, lunches and tea breaks. Please refer to our terms and conditions on our partnership programme tab at www.progressseminars.co.nz	
Travel & Transfer Information	
Any accommodation and transfers that might be required are your responsibility and cost.	
Special Requirements	
Please note any special requirements: (ie dietary etc):	