

Leadership Development

Course Overview

This Leadership Development course is based on a comprehensive leadership system (Four Quadrant Leadership) used in thousands of companies spanning the globe. It assists individuals in both recognising their capabilities as a leader and demonstrating those capabilities with clearly defined, proven, leadership practices.

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 the culmination of more than five decades of extensive research and testing by world renowned behavioural scientist Wilfred Jarvis. This informative 3-day course 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 course 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 this Leadership Development course go well beyond the boundaries of the work place. Whilst the principles and practices 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 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 senior 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 our Leadership Development course 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 Facilitator: Robin Rawson

Robin is an accredited Four Quadrant Leadership educator with over 20 years experience teaching, coaching and mentoring this remarkable programme. He is considered one of Australasia's foremost educators in this specialist field and is in constant demand throughout New Zealand and Australia. His belief in, and commitment to, these universal truths are evidenced in the passion, energy and authority he brings to every programme he is responsible for.

He believes that everybody wants to excel, and that people need to be challenged before they will change. He has found his direct feet-on-the-ground approach central to the success he has enjoyed as a professional trainer, conference speaker and business consultant.

Duration

- Three days: 9.00am to 5.00pm.
- Pre-course preparation and post course assignments on the job.

Investment

- \$1195.00 + GST
- Includes complete course folder, reference cards, additional handouts, meals etc.
- Any travel and accommodation requirements are at client's expense.

How to enrol

For any further enquires or to confirm a place on our next Leadership Development course, please contact us either...

- By phone at (03) 357 4405
- By fax at (03) 357 4403
- By email at jane@progressseminars.co.nz
- Via our website at www.progressseminars.co.nz
- We are happy to arrange for a free, no obligation visit from one of our business consultants to discuss your specific business needs or for further information on a customised / in-company solution for your organisation.