

# Leading Others

## DESCRIPTION

Leading Others, a two-day foundational program, provides managers with the insight, skills and self-awareness to effectively manage others. Using guided role-plays, exercises and practice sessions, managers learn what it takes to be a great manager and how to leverage their personal strengths to maximize their impact.

## THE EXPERIENCE

Prior to the session, participants take an online strengths-based assessment to develop their self-awareness as managers. During the session, managers practice with their peers, leveraging real-life situations. This ultra-practical and highly relevant program will take managers through the paces of communication, goal setting, coaching, motivation, effective team management and how to lead teams to higher levels of performance. Managers leave the session with practical and relevant tools needed to confidently lead their teams.

## OBJECTIVES

- Discover how to leverage strengths in managing others
- Learn the importance of communicating clear goals and expectations
- Discover the importance of asking powerful questions when managing others
- Learn how to manage your team well with effective 1:1, team and remote meetings
- Learn how to approach feedback, career and recognition conversations with confidence and competence
- Learn the four stages of team development and how to build a high performing team

“We are using the Leading Others course as our core manager training program and I am thrilled with the learning experience, the facilitators, and most importantly, the results of the program. Asking our managers to step away from work for two days is a challenging request, and can sometimes be met with hesitation. This hesitation is quickly overcome in the classroom as managers get involved in uncovering personal strengths, experiencing the outcomes of effective and ineffective goal setting, and sharing ideas and best practices with each other. Managers leave these two days energized and with plans for putting new techniques into action.”

– Director of Talent Management, comScore

## ABOUT ALLIANCE LEADERSHIP

For more than ten years, Alliance Leadership has been meeting the unique needs of the changing corporate environment and the challenges facing the modern workforce. Alliance helps companies successfully motivate, engage, develop, and retain leaders across the organization – from senior leaders to first-time managers – through coaching and leadership development programs that resonate powerfully with today’s worker.

Our programs are delivered by facilitators who are highly talented coaches who apply a true coach-approach to training and learning, leveraging decades of practical experience in the business world.

Alliance Leadership has developed a global network of highly skilled and experienced facilitators. We are able to provide facilitation in 44 countries and 14 languages through our global facilitation network and alliances.

