

## Step Up To The Plate! – The Aspiring Leader

### What's in it for you?

This Seminar is aimed at recently promoted colleagues in your business and focuses on what it means to be a leader and what it means to lead effectively. The workshop will help you distinguish between managing and leading as well as dealing with the issues that inevitably arise when you 'step up' from being a member of the team. In particular this seminar will help you identify the behaviours that distinguish the leader from the 'also rans'.

### What you will get out of it

By attending the session you will:

- Know the difference between managing and leading.
- Understand the behaviours that make for effective leadership.
- Have a strategy for managing the transition from being a team member to a leader.
- Know how to build trust and set new expectations with colleagues who may have previously been your peers.
- Know how to get things done through others using simple techniques of influencing and delegating.

### Key Themes

- Simple tips on managing others
- So now you're a Leader – what's the difference?
- The Good, the Bad and the Ugly – an analysis of great and not so great leaders you have worked for.
- Stepping up to the Plate – managing old perceptions and creating new ones.
- Mark Your Territory – identifying the key traits of the leader and what marks them out.
- Know how to delegate effectively and keep people "onside".
- So, What Are They Looking For? Understanding what people look for in their leaders. A look at the research
- How the behaviour of the leader directly impacts the motivation and performance of your direct reports.
- Managing Difficult Colleagues – tell, sell or facilitate?

### What's Involved

You will be introduced to some clear and concise "differentiations" – so you clearly know what being a leader looks like. You will also have some clear benchmarks so that it's easy for you to know the 'milestones' you are achieving. Through a variety of stimulating and exciting exercises you will feel and think more like a leader.

**“At the age of six I wanted to be a cook. At seven I want to be Napoleon. And my ambition has been growing steadily ever since”** SALVADOR DALI