



Leadership and Negotiation Experts – LAN III

Conscious awareness of the own personality to ensure a personal and team efficiency!

Your benefit

In depth knowledge about the own personality and the individual driving forces. Development of personal strategies to improve the self-management and leadership skills. Definition of a personal SWOT analysis for midterm development.

Objectives

The participants

- understand their personal motivation and driving factors to optimize their own self-management performance
- know their individual stress behavior, the trigger points and will be able to react more conscious towards their own stress level
- implement a working development process for their direct reports as well as an efficient team performance approach
- improve their skills in terms of strategic thinking; planning and risk management
- develop a personal SWOT analysis including a concrete executable individual improvement plan

Target Group

Field service personnel with leadership experience; Line management; high potential employees

Prerequisites

Leadership and Negotiation LAN II course or equivalent

Content

- structural approach for self-assessment to improve business performance
- knowledge of the requirements for leadership skills
- impact of stress on my own personal behavior
- knowledge about my personal motivation and de-motivation factors
- guidelines for people development and treatment process on-site
- methods to ensure a high performance within intercultural teams
- knowledge of the requirements for management skills
- approaches to improve the own structural thinking and planning process

Methods

Discussions, role play with video recording and feedback, questionnaires for self-assessment and personality profile

Duration

5 days

3 months' telephone business coaching after the seminar

Language

English

Weitere Informationen erhalten Sie:

Inhalte

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