# Step Up To leadership



### Step up to be the leader you are meant to be.

Don't supervise...super lead your team to breakthrough performance!

In this programme, you will smooth your transition from individual contributor to leader.

#### Congratulations!

You have been promoted from being an individual contributor to supervising or managing others. Wonderful news. When the excitement dies down, reality sets in. How am I going to do this?

Most of us learn to lead based on previous leaders (the good ones and the bad ones) in our lives. "Leadership is a learned skill"

While attributes such as friendliness, integrity, enthusiasm, and determination – the kind of qualities that likely led to your promotion - may come naturally, the skills of leadership need to be learned, earned, and practiced.

## "If you motivate me to want to do it, I will do it beyond expectation"

Supervisors and managers who understand this simple truth and know how to implement it are the ones who positively impact organisations today. They develop high-performance teams that get results because they can lead, not just manage.

Step Up to Leadership is an information-packed one-day programme that uses proven techniques to:

#### **Objectives:**

- > Transition from doing to leading.
- Handle conflict and negativity.
- Hold yourself and others accountable.
- Use proven methods to balance people and processes.
- Coach for results

### **Format**

1 Day

#### Investment

\$800 + GST per person

Business Partner Network. To explore if your business may be eligible for funding support, please register or contact us to discuss further

#### Who Should Attend

Any supervisor or manager who wants to increase productivity, boost morale, and improve quality.

#### **Contact Us:**

Dale Carnegie NZ & Pacific enquiries@dalecarnegie.co.nz 0800 328 7246



In **Step Up to Leadership**, get practical tools and techniques within an immersive experience identifying 5 key drivers to being a leader. Learn skills such as:

- Transition from doing to leading
- Lead by example
- How to listen with empathy
- Earn trust and build cooperation
- Create a sense of direction for your team
- Foster collaboration
- Delegate and hold people accountable
- Hold a performance appraisal
- Provide recognition that builds confidence and loyalty in others
- Resolve conflicts and convert negativity into positive production
- Give difficult feedback without creating resentment
- Be cool under pressure
- · Coaching for results

### Competencies

- **Leadership**: Drives business results by aligning the vision, mission, and values to enhance business value. Draws upon the unique talents and abilities of others to achieve desired results.
- **Interpersonal Skills**: Consistently builds strong, long-term relationships both inside and outside the organisation.

 Management Controls: Implements and oversees necessary policy and controls to ensure the integrity and efficiency of the organisation's processes.

- Attitude: Maintains a friendly, positive, and enthusiastic outlook.
- **Decision Making**: Chooses among courses of action by considering facts, risks, objectives, and priorities.
- Professionalism: Projects an image of honesty, confidence, and integrity that fosters credibility.





### **Module by Module**

### **Module 1: Outstanding Leadership**

### Learning Objectives:

- Successfully incorporate leadership drivers and processes
- Grow leadership styles and leadership potential
- Create a daily plan to optimize time and tasks

### **Module 2: Outstanding Communication**

### Learning Objectives:

- Develop your leadership communication skills
- Utilize a collaborative approach to gain cooperation and influence
- Effectively listen and respond to others

### **Module 3: Outstanding Coaching**

### Learning Objectives:

- Create a sense of direction for your team
- Delegate, empower, and coach to achieve maximum results
- Manage change proactively

### **Module 4: Outstanding Performance Management**

#### Learning Objectives:

- Use RAVE reviews as a tool for positive change
- · Create stretch goals to achieve results
- Arouse enthusiasm in your team

