Leading with Others

Part of The Leadership Challenge® Series

The best leaders understand how to build a team with mutual respect, cooperation, and true collaboration. At the core of good leadership is your relationships with other people. There is a strong relationship focus in Kouzes and Posner’s book, The Leadership Challenge®, that is based on more than 30 years of leadership research. The best leaders enable others to act and encourage the heart.

Participants in this highly interactive and practical workshop will learn how to create a climate of trust and develop relationships built on cooperative goals. The result of such an environment is those you lead are empowered to perform at their best. The best leaders go beyond empowering others, as they also see the potential in others and invest their time in making people around them better.

Key to developing relationships of mutual respect is effective communication. We will explore ways to receive and give feedback more effectively, the power of asking questions, and ways to improve our listening. Our perception of what is happening very much impacts our response. Participants’ perception of stress will be challenged.

Participants will also explore how they can have influence others without having the authority to do so. We will explore personal currencies and how to view everyone as a potential ally.

Leading With Others Topics

- The Role of Trust
- Feedback – how to receive (within your control)
- Stress – challenge a paradigm
- Influence without Authority – personal assessment
- Enabling Others to Act – identifying strategies
- Power of Asking Questions
- Listening Skills – strategies for improving
- Encouraging the Heart

WHAT PAST SERIES ATTENDEES ARE SAYING

“This was the single most impactful thing I have ever done to improve both my career and myself.”

“It wasn’t just informational. We had to practically apply what we were learning to our personal lives and careers.”

“Come prepared to share vulnerabilities, experiences, successes and failures, and leave refreshed, confident, and energized.”

“This training is perfect for leaders at any level of their career.”

Dr. Deana Raffo
Dr. Leigh Clark
Associate Professors of Management

Register online at http://www.mtsu.edu/business/execed.php

Friday, Feb 9, 2018
9am – 4pm
MTSU Jones College
Executive Education Center

$375
Includes program materials, lunch, snack/coffee, free parking
CEU credit available