

# Leading For Results

## Interactive All Inclusive Training Programme with Simulation



Show Your Leaders How to Lead Their Teams and Individuals to Achieve Outstanding Business Results

### Description

Action orientated, this interactive programme combines lecture, syndicates and personal projects with a two round simulation to show new and experienced leaders how to develop the leadership skills that achieve outstanding results.

'Leading for Results' shows people how to:

- Leverage their personal strengths to improve performance
- Make the move that turns effective managers into outstanding leaders
- Develop Vision; Mission; Goals and Strategy
- Lead the team to meet external business challenges, the economy, the market and the future
- Understand the impact of different leadership styles on profit, performance, individuals, the team and the business environment
- Inspire teams and individuals to achieve optimum results through the use of different leadership styles
- Understand core leadership skills – and identify how they can be used to improve team performance
- Develop personal coaching skills – and use them to improve performance
- Create targeted coaching plans – and execute them as a professional leader
- Build a talent management programme – developing future leaders
- Create a personal action plan that will make them better leaders and deliver outstanding results!

### Simulation Content

Taking the part of a business leader, the '**Leading for Results**' simulation challenges participants to lead a team of people for one year. The simulation measures results and behaviours, combined with detailed feedback, as your people meet the challenge to:

- Set strategy
- Use different leadership styles
- Deal with internal and external challenges
- Develop coaching plans
- Apply core leadership skills
- Motivate the team.

An interactive and engaging experience that develops skills that your people will want to use in their personal roles!

### What You Will Receive

The easy to use '**Leading for Results**' All Inclusive Training Programme comes with everything you need to deliver the programme. Professionally designed and prepared materials include:

- PowerPoint slides
- Trainer's guide and one participant manual
- Trainer's notebook
- Simulation guide – clear directions on how to install and manage the simulation
- CD containing the Leading for Results simulation, PowerPoint slides and PDF files of all materials, participant manual and certificate template, which **you can print from the disc as often as you wish.**

# Leading For Results



## How the Programme Works

This All Inclusive Training Programme is designed to be delivered over a full two day period. However, the modular structure allows for delivery over a longer period, should that meet your needs. The simulation is designed in two rounds. The delivery process is that on both days the programme follows three stages:

Stage	Activity	Outcomes
<b>Training</b>	The trainer takes the participants through the programme. This integrates lecture and debate with practical projects and personal exercises. PowerPoint slides, detailed trainer's guide and notebook are provided. Participants have a detailed manual to use and retain.	The content drives new skills, knowledge and behaviours which are practised in the simulation. Group and individual projects challenge participants to think how they will implement this new learning in their personal roles.
<b>Simulation Time: 30 minutes</b>	Participants are challenged to make decisions on realistic situations they are likely to face in their personal roles. They debate each decision and reach consensus on the best option. The debate is a highly effective step in the learning process. We recommend that participants work in teams of four. However, the simulation works effectively as a one on one coaching aid.	People learn from the experience the simulation creates - reflecting on the decisions they have made and their consequences. This unique approach embeds learning, achieves high levels of retention and – most importantly- gives people the confidence to apply these skills in their personal roles.
<b>Feedback Time: 60 minutes</b>	Participants review the feedback provided by the simulation and then regroup with the trainer. The trainer will discuss each decision, compare the decisions taken by each group – or individual – and clarify which choices are correct and the learning that sits behind them	Everyone leaves the programme with improved knowledge of how to successfully implement the skills learnt.

**Group Size** - this will vary based on how comfortable the trainer is with large groups. As a minimum we would suggest 12 and as a maximum 20 participants.

**Individual Coaching** – the programme works very effectively as a one on one event when there is a need to address a specific skill area with one individual

**Customised Participant Manuals** - we will print manuals featuring your logo on the front cover. Cost £29.95 + vat each. Shipping costs will apply here. Call for details.

### Equipment You Will Need

To run this simulation event, you will need:

- A pc or laptop for each team, or individual participant, with Windows 2000, XP or Vista
- LCD projector
- Flipchart
- Printer – an option that is useful, but not essential.

**Price UK £1,950 ex-vat**

The Leadership & Sales Academy Ltd  
 Paisley House, Farnham Lane, Haslemere  
 Surrey, GU27 1EU, United Kingdom  
 Tel: +44 (0) 1428 658867  
 Fax: +44 (0) 1428 658849  
 E-mail: sales@tlsa.co.uk