

Accomplishing the Results You Want

Course Overview

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This is a 3-day class

In this course, students will learn how to strengthen your leadership voice and foster employee buy-in to exceed expectations and achieve the most positive outcome. [Download the Course Outline and Information on Post-Class Content](/Portals/0/Documents/CLD%20Outlines%20and%20Post%20Class/Accomplishing%20the%20Results%20You%20Want.pdf).



Who Should Attend

Executives, managers, and other professionals responsible for teams with results-driven goals.

Course Objectives

After completing this course, students will know how to:

- Develop a leadership style that gets results
- Employ suitable motivation techniques for your team
- Adapt your communication style and use influence skills to drive direction
- Empower your team to get the results you want

Course Outline

1 Leadership Style Guide

Exploring the 6 Leadership Styles

2 Motivation

Understanding Varying Needs
Framing Motivators and Dissatisfiers

3 Communication

Applying Various Communication Styles
Comparing the 4 Style Traits
Adapting to Differing Communication

4 Strategy and Results

Using Strategic Drivers
Linking Strategy to Operations
Relating Strategy to Results

5 Building a Better Team

Driving Team Performance
Developing Trust and Respect

6 INFLUENCE SKILLS

Differentiating between Ethical and Unethical Influence
Developing Your Communication and reasoning Skills

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7 NEGOTIATION – GETTING TO YES

- Understanding the Phases of Negotiation
- Developing Principal Negotiation Skills
- Planning Negotiation
- Dealing with Tough Questions
- Getting to a Mutually Beneficial Solution

8 ENABLING OTHERS TO ACT

- Empowering Others
- Managing the Workload
- Delegating to Workgroups and Teams
- Avoiding Wasted Time and Energy
- Following-Up to Ensure Success

9 PUTTING IT ALL TOGETHER

- Assembling the Pieces to Achieve the Whole
- Applying Skills to get Results