

# Possible Leadership Development Workshop Topics to Consider

## 1. How to Plan Like a Leader

Those who don't plan their success usually work for someone who does. You will learn:

- The key elements of creating a business plan
- The process of creating and implementing a plan
- Why the plan needs to be in writing

## 2. Embracing Accountability

As a leader you must embrace accountability for your performance, actions and behaviors while holding others accountable for theirs. You will learn:

- The value of embracing accountability
- The difference between responsibility and accountability
- The steps necessary to hold others accountable

## 3. How to Transition from Manager to Leader

Understand the characteristics, qualities and attributes of proven leaders. You will learn:

- The difference between management and leadership
- The traits of successful leaders and how you can develop them
- How to evaluate your progress as a leader

## 4. Creating a Team with a Positive Can-Do / Will-Do Attitude

Not every team is high performing but it's important you know how to create one. You will learn:

- How to create a can-do / will-do culture
- How to select the right players for your team
- How to get those who are not on board to be on board.

## **5. It's Not About You**

As a leader, it's critical to your success that you develop those under you. You will learn:

- The importance of professionally developing those on your team
- How to create an environment of continual learning
- How to be a great mentor and coach

## **6. Communication Strategies That Will Fully Engage Your Team**

Capture the attention and excitement of your team with stellar communication skills. You will learn:

- The true cost of a team that is not fully engaged
- How to master the art of a stump speech
- How to create and leverage a focal point for results

## **7. How to Aggressively Defending and Growing Market Share**

To achieve optimal results and growth you will need effective sales territory plans. You will learn:

- How to properly perform and benefit from a S.W.O.T analysis
- How to prioritize your tasks and activities
- How to clobber your competition

## **8. Leadership and Learning**

To stay in the lead you must continue to grow professionally. You will learn:

- Identify and prioritize opportunities for professional development
- New tools and techniques to further develop their leadership skills
- How to transfer the knowledge learned in this session to others

## **9. Become a Personal Productivity Champion**

Managing your time is old school, becoming a Personal Productivity Champion is new school. You will learn:

- The value of time and how to leverage it
- How to eliminate time wasters
- How to allocate your time for optimal success