

# Influential Leadership

Developing Those That Will Drive Your Future

## Insights for Leadership

With a modular structure, this programme can be adapted to cover those areas which are most important to your business:

- Strategic thinking
- Improving communication and decision making
- Managing conflict
- Team motivation
- Effective delegation
- Driving innovation
- Influencing for performance
- Managing stress
- Having critical conversations



Developing and retaining great Sales Leaders is critical. It is this team of individuals that motivate and influence your sales people every day. By investing in them, you will see visible increases in performance as your teams become inspired to be the best they are.

Effective sales leadership is vital for the **long term sustainability and exceptional performance** of your teams.

But one size doesn't fit all. Nurturing this talent pool requires a flexible approach that adapts to those areas most immediate and relevant to the competitive demands of your business.

To address this, the Influential Leadership programme is modular by design to help your leaders develop their own authentic style and enhance their leadership capabilities.

It provides them with a new perspective that will help them manage themselves, their teams and the ever changing environment in which they operate.

By helping them discover an adaptable approach, that flexes to meet business and individual demands, they can offer **powerful support and motivation** to truly unlock the best from their sales teams.

"Management is about arranging and telling. Leadership is about nurturing and enhancing"

*Tom Peters*

## What to Expect

Areas of focus are initially agreed and defined to reflect the current demands on your leadership team. This provides a critical structure for the programme and allows for a clear communication strategy around objectives.

The programme is then delivered over a series of interactive and highly experiential workshops for up to 10 delegates. The delivery and timings of the workshops can be adapted to suit your organisation. These are typically a series of half day workshops and are always designed to offer a realistic delivery schedule that accommodates a busy sales environment.

A 'peer to peer' coaching framework is also provided for use throughout the programme to facilitate ongoing support and development of new skills across the team.

Some aspects of the programme uses the highly respected Myers Briggs Type Indicator® MBTI® framework and all participants will need to have an existing understanding of their MBTI® Type. If this is not available, the 'Understanding Team Differences' workshop will be incorporated into the leadership programme.



## About Me

Unlocking the performance in your people is the single most impactful thing you can do for your business. Their potential is enormous and an early and often small shift in performance can create outstanding results.

### My business is about helping you unlock that performance

Whether it's one-to-one coaching, developing leaders, or building strong and cohesive teams, I help drive and inspire incremental value from what you already have.

While the economy remains challenging, achieving more with the same has never been so important.

Working with sales leaders and teams in the technology industry I help them explore their own potential to be the

**exceptional individuals they already are.**

### More Solutions Available:

- Executive Coaching
- Discovering You
- 360° Insights
- Manager as Coach
- New Manager Programme
- Understanding Team Differences
- Winning Through Team Dynamics



Discover More...

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