

# LEADERSHIP



There is an over abundance of managers and a huge lack of leaders. This situation clearly has a negative impact on an organization's ability to grow and compete.

A leader combines the vision and curiosity of a dreamer with the practical engineering of a builder. A leader is goal directed, looking forward with anticipation toward the attainment of measurable outcome goals. A leader is a person who sets goals and achieves results. Goals give an effective leader meaning and purpose and serve as a continuous source of motivation in pursuit of organizational and individual success.

While many books have been written about leadership, it remains for many a misunderstood and elusive quality. The capacity for leadership exists in everyone, but most people never take the time to develop it. Leadership is determination, courage, confidence, and the ability to get results!

Positive leadership assumes that goals can be accomplished, the job can be done, the problem can be solved, and the obstacles will be overcome. A leader creates his or her own future and drives the future success of an organization.

## PROCESS

This Leadership development process is a structured, open-ended pragmatic approach to leadership growth. It is a process designed to help individuals develop the attitudes, skills, and qualities necessary for personal and organizational leadership.

## THREE PROCESS AREAS

### Attitude Development

In order to create an environment of positive attitudes and possibility thinking, it is important for a leader to understand where and how attitudes are formed and how those attitudes can be changed.

### Interpersonal Skills

Much of what a leader is involved in, and therefore accomplishes, involves other people. To be effective in this continuous challenge it is important to learn, understand, and use interpersonal skills effectively.

### Goal Setting

Leadership, among other things, is the process of providing organizational direction and accomplishing necessary objectives. The goal accomplishment model provides the tools and process necessary to achieve more goals, most often, in order to maximize results and outcomes.

## CRITICAL ISSUES

- Leadership and You
- Tapping Your Hidden Potential
- Motivation
- Behavior and Conditioning
- Attitude Development
- Personal and Organizational Goal Setting
- Roadblocks to Success
- Creative Power and Visualization
- Managing Your Time
- Communication
- Delegation
- Decision Making and Problem Solving

## RESULTS TO MEASURE

- Being More in Control of Your Future
- Increased Revenue
- Increased Profitability
- More Personal Time and Freedom
- A Clear, Focused Direction
- Enhanced Leadership Ability
- Results-Oriented Attitudes
- Developing Your Team
- Creating a Vision for Personal Direction and Decision Making

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