



Charting New Courses

LEAD 360 Feedback

Overview

People want to be good leaders. Throughout *Charting New Courses*, the key objective is to help leaders develop the integrity that results from walking the talk – aligning intentions and behavior.

Charting New Courses is an easy to facilitate process that converts Situational Leadership® feedback into action. Built around the highly regarded **LEAD** survey, this rich experience provides a clear map to build successful and effective Situational Leaders. As an extension of “*The Core*,” this program gives leaders the confidence to change and organizations the means to thrive.

Feedback fosters growth, development and change. *Charting New Courses* is a vital element to the answer of these questions: “How do we develop the best leaders possible? How do we make this the best place to work? How do we leverage Situational Leadership®?”

Strategic Outcomes

- Develops strong leaders by leveraging behavioral feedback
- Behavior based snapshot looking at intentions and behaviors
- Catalyst for organizational growth and development
- Interactive system simplifies communication around performance
- Composite and individual data to benchmark ROI
- Leaders walking the talk get better results
- Positive and emotionally charged process ensures new leader behavior
- Increases retention
- Skill transference

“If behavior has not changed, then training has not occurred.”

– Bob Pike

Family of Situational Influence Models

Leadership • Sales • Service • Parenting • Teams



Program Description

Charting New Courses is the means to convert the data-rich **LEAD** Survey into new leader behavior to meet the performance needs of people and teams. During this four to eight hour workshop, data collected online is presented, interpreted, and processed in a way that makes it easy to apply Situational Leadership® back on the job.

The process is simple and engaging. It starts with a thoughtful comparison of “*What do I intend as a leader?*” versus “*What do others perceive?*” Tendencies to over-lead or under-lead are vividly portrayed in an interactive video “Matrix.” As participants make connections to real-world situations, they build easy-to-use, effective tools through a series of innovative processes that focus on self-correction and partnering for performance.

Extended Outcomes

- Proven, time-tested method to ensure “old habits” are identified
- Driven by rich data to increase performance levels
- Behavioral inventory to advance high potentials
- Simple “how to’s” to apply content framework
- Compelling feedback which closes gaps in leader behavior and performance needs
- Enhances ability to accelerate lateral influence

Program Specifications

Audience

- Executives
- Supervisors
- Managers
- Coaches

Delivery Options

- License and in-house delivery
- CLS Trainers facilitate at clients’ sites
- CLS Public Workshops
- Tailored or customized

Prerequisites

- Situational Leadership® – The Core

Length/Timing

- Four to eight hour delivery window
- Easily enriched with content and application extensions
- Best offered within 1 day to 9 months after the initial Situational Leadership® training experience

Follow-up

- Situational Leadership® Applied
- Influence
- Leader as Catalyst
- Taking Charge!

Other Situational Programs

- Situational Selling®
- Situational Service®
- Situational Parenting®

For more information contact:

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