



Twelve O'Clock High

A Filmed Situational Leadership® Case Study

Overview

The classic film *Twelve O'Clock High* provides the rich and powerful means for learners to leverage the Situational Leadership® Model. This workshop challenges learners to apply the key concepts of the model – much as they will back on the job – at the speed of life. An engaging learning lab course, this program is one of a series of reinforcement courses for graduates of *Situational Leadership® – The Core*. The film portrays events that actually occurred and thus provide a rich backdrop from which the critical competencies of building teams, directing change and leading situationally, are vividly portrayed.

Strategic Outcomes

- Provides a clear picture of how to turn vision into execution
- Motivates leaders to embrace and drive organizational change
- A “how to” of achieving short-term goals while gaining long-term commitment
- Demonstrates the performance benefits of meeting individual needs vs. wants
- Engages senior leaders to embrace follower-driven leadership
- Emotionally charged learning experience to engage participants

In a study done by Inc. Magazine, top leaders were asked to name films that most influenced their management styles, the winner was Twelve O'Clock High!



Family of Situational Influence Models

Leadership • Sales • Service • Parenting • Teams

Program Description

This advanced film case study has been used by hundreds of thousands of leaders to powerfully advance their skills in diagnosing, adapting and communicating – all in a dynamic workshop setting. At one level, Situational Leadership® is used as a lens to analyze the performance of a work group and their leadership. At a more pragmatic level, the focus is on helping learners to grow skillful and confident in applying the Situational Leadership® Model to positively impact the performance of individuals and teams.

Extended Outcomes

- Slice of history that brings the model to life
- Enhances rapid decision making skills
- Team exercises encourage open conversations about performance
- Develops and reinforces a common language to address performance
- Rich opportunity to build skill at reading and diagnosing non-verbal communication skills
- Clearly articulates leadership as a performance contest, not a popularity contest

The excellence in design and content of *Situational Leadership® – The Core* delivers on the promise of the most highly regarded leadership model in the world.

Program Specifications

Audience

- Individual Contributors
- Supervisors
- Managers
- Coaches
- Executives
- Teams

Prerequisites

- Situational Leadership® – The Core

Delivery Options

- License and in-house delivery
- CLS Trainers facilitate at clients' sites
- CLS Public Workshops
- Tailored or customized
- Blended learning solutions

Length/Timing

- Six to twelve 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
- Charting New Courses
- Influence
- Leader as Catalyst
- Taking Charge!

Other Situational Programs

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

For more information contact:

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