

Situational Leadership®

The Core

Overview

Situational Leadership® – The Core is a dynamic, engaging workshop that provides the fundamentals of a time-tested, behavioral model of how to best influence the performance of people. This innovative workshop is pragmatic, flexible and offers the means for learners to begin to impact performance results. “*The Core*” is an extremely flexible facilitated developmental experience. The use of DVD technology enables the facilitator to easily tailor the material for the specific needs of a group – and the overall organization.

Strategic Outcomes

- Focused methodology to ensure goal and task alignment
- Diagnostic skills to determine the skill and motivation levels of employees
- Ability to consciously select a leadership style appropriate for a situation
- Communication skills and a common language to effectively influence employee behavior
- A process to effectively cover tough performance issues in an unemotional way
- Accelerate the development and retention of talent
- Increase respect for and honoring of differences

***“You must be the change you wish
to see in the world.”***

– Mahatma Gandhi



Family of Situational Influence Models

Leadership • Sales • Service • Parenting • Teams

Program Description

Situational Leadership® is the most prevalent leadership system used in the world – and has been for over 40 years. Constantly updated and refined, based on client feedback and research, it is a powerful and pragmatic workshop based on a simple model of how to adapt one’s behavior – and when! Behaviorally based, proven and intuitively simple, this model has more value today than ever before.

Situational Leadership® – The Core, workshop is the centerpiece of the situational suite of training technology and services. It seamlessly links to other programs and services designed to build and extend participant’s skills in influencing, leading, coaching and managing. The very nature of leadership is changing quickly. Now, more than ever, the Situational Leadership® Model is an essential tool for people wanting to lead in a way that yields top performance and fosters a positive work environment.

Extended Outcomes

- Accelerates leadership development
- Enables and formalizes the influence skills leading up, down, across
- Provides framework to attach other leadership training
- Accelerates the growth of people and teams
- Focuses on performance while considering attitude
- Applies to a variety of settings; work, home, and social
- Optimizes performance while maintaining positive work environment – maintains balance

Program Specifications

Audience

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

Prerequisites

- This is a foundational course – there are no prerequisites.

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 hours typical
- Modular design – enriched or lengthened with content and application extensions

Follow-up

- Twelve O’Clock High
- Situational Leadership® Applied
- Influence
- LEAD 360 Charting New Courses
- Leader as Catalyst
- Taking Charge
- Situational Leadership®, The Core Online

Other Situational Programs

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

For more information contact:

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