



LEADERSHIP

In this training are discussed the differences between leadership and management. Because of the leadership style connected directly to the situation, we will focus on possible situation and the appropriate style of leadership. The participants will self-evaluate their own leadership style. During exercises the participants will identify: the differences between "command and control" and "empower", the importance of two-way communication both on lateral and vertical, taking risks, avoid obstacles and will work on developing the five types of sources of power.

Another important component of leadership is the "maturity" of subordinates. We will go through psychological elements for leadership development: increasing credibility, self-esteem and perception of the others. At the end of the training we will see a professional movie for behaviour modelling.

OBJECTIVES

At the end of the course, participants will be able to:

- Use leadership for managerial success;
- Identify and use a variety of different sources of power;
- Develop the personal qualities associated with successful leadership;
- Choose the right leadership style for specific situation;
- Make a practical plan for improving his/her own practice of leadership.

COURSE CONTENT

- Leadership and management relationship
- Approach on features and competencies needed by a leader
 - Traits of leader
 - Sources of power and typical responses
 - Skills needed by a leader
- Functional approach or group approach
- Types and styles of leadership: Effects of the leadership styles
- The importance of the context

- Leadership and organisation needs
- Leadership and organisation life cycle
- Leadership and employees' "maturity"
- Specific activities and roles for leaders
 - Typology
 - Domains of activities
 - Managerial grid
- Leadership development

PARTICIPANTS

- * Managers
- * Team leaders

DURATION: 3 days



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