



LIVE SEMINAR

# How Managers Become Great Leaders



## THIS SEMINAR AT A GLANCE:

- Identify the most essential elements to cultivate excellence and achieve results in your organization
- Develop core leadership qualities to take you and your team to the next level
- Learn to communicate strategic decisions to your team with confidence
- Master coaching skills; help your team achieve personal and professional competencies
- Learn specific ways to strive for and achieve personal excellence as a leader
- And so much more!

# How Managers Become Great Leaders

S E M I N A R S U M M A R Y



## Develop forward-thinking leadership qualities to take you and your team to the next level!

### Excel in Your Career Now!

Discover the best fundamental leadership strategies to shift your mindset from manager to leader. Then learn the steps to develop a plan of action to take your team to its fullest potential.

### Can a great manager also be a great leader?

The qualities needed to excel in management or leadership are often quite different, and not necessarily equally strong in the same person. While everyone has strengths and weakness, it is the ones that decide to build upon both that will succeed and be considered a great manager and leader.

### Who Should Attend?

Today's job market has interesting titles — manager, specialist, master, director, ambassador, authority and chief — whatever your title is, if you want to make a difference for you, your staff and your organization — then How Managers Become Great Leaders is for you!

**Strengthen your skills, learn your own leadership style and leave with the tools you need to put to use immediately!**

## PROGRAM AGENDA

### Overcoming Today's Common Leadership Issues

- Managing with limited resources: learn to get the most out of your team
- Overcoming “we already tried that, and it didn't work” mentality
- How to show meaning in our work: everyone wants to make a difference, learn to show your team the value of their actions
- Leading through uncertainty: how your credibility can instill confidence and commitment in others

### Assess Your Leadership Qualities

- Discover your leadership ability with practical and proven ways to determine your Leadership Quotient
- Determine your ability to successfully communicate and inspire others
- Uncover your leadership “sweet spot” and learn how to create natural followers
- Understand how to use the four stages of the Conscious Competence Model to continually increase the awareness level of yourself and your team

### Grow Your Leadership Mindset

- Learn what distinguishes the best leaders from the rest
- Understand how to use emotional intelligence to muster courage to become proficient at being empathetic and building successful relationships
- Recognize the difference between managing and leading, efficiency and effectiveness, success and failure

### Moving to the Next Level: Core Strategies of Leadership

- Take away effective ways to instill a positive, compelling vision within your team
- Tips, tools and techniques to recruit, attract and develop the best people
- Ensure you have robust communication within your team and across your organization to make certain it runs well
- Become competent in the skill of disciplined execution
- Create a strong and trusting bond by owning the voice of your customers
- Create an action plan to map out your success and set your career path for advancement

### Coaching and Developing Your Team

- Learn delegation tips that help you save time, while developing your employees
- Improve your ability to communicate effectively with those who view your suggestions with skepticism
- Maximize your team: identify untapped talent and turn solid performers into superstars
- Learn to quickly recognize how much significance you have with various team members
- Implement a culture of teamwork with fundamental coaching skills
- Tips to help your team build and strengthen collaborative relationships



**Continuing Education** Pryor Learning, LLC (and its Fred Pryor Seminars and CareerTrack divisions) is an approved provider of credits through NASBA, HRCI, PMI® and SHRM. Visit our [Please refer to the course description page for specific credit eligibility. https://www.pryor.com/continuing-education/](https://www.pryor.com/continuing-education/)

## Registration Information

### Enroll Today!

Online: [pryor.com](https://www.pryor.com)

Phone: 1.800.780.8476

Email: [customerservice@pryor.com](mailto:customerservice@pryor.com)

Additional information can be found in our FAQs:

<https://www.pryor.com/faq/>

## PryorPlus

Get more for you or your team with a PryorPlus annual pass:

- ☑ Free attendance to hundreds of live virtual and in-person seminars
- ☑ 24/7 access to more than 5,000 recorded and on-demand courses
- ☑ Microlearning, quizzes, video, eBooks, webinars and more
- ☑ Earn professional credits: CEU, CPE, HRCI, PDC and PDU

Learn more at <https://www.pryor.com/unlimited-training/>