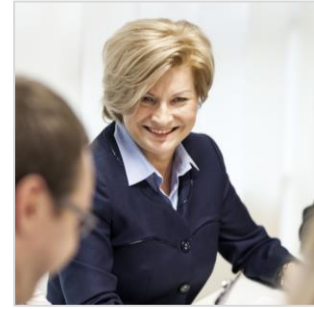


# PERFORMANCE POTENTIAL

Motivating people to do their best and inspiring them to be their best



## SEMINAR OUTLINE

What is learner-based leadership?

- Understand follower-driven approaches to performance management
- Keys to working with different knowledge and skill levels
- Factors that drive an intuitive leadership process

Diagnose learner levels

- Learning ladder as a foundation for leadership style
- Determine if they *can* do the job
- Determine if they *will* do the job
- Understand the power of self-diagnosis
- Recognize learner levels in common leader-follower situations

Determine leadership behaviours

- Understand the difference between management and leadership behaviours
- Know how and when to use the right amount of each behaviour
- Recognize leader behaviours in common leader-follower situations
- Analyze current duties and responsibilities to assess the type of leadership behaviour you need
- Identify ways to approach your leader so you can ask for what you need

## WORKOUT OUTLINE

Discuss self-diagnosis

- Understand key factors in your own diagnosis
- Determine what you need to be successful
- Communication keys when self-diagnosing

Team analysis

- What do your followers need from you
- How will you give it to them

Advanced situational analysis

- What to do if diagnosis levels don't match
- What to do if followers regress backwards

## SCHEDULE

Seminar 9:00-11:45am

\*Lunch 12:00-1:00pm

Workout 1:00-4:00pm

\*Working lunch