

# LEADERSHIP

Great Leaders • Great Teams • Great Results



## OVERVIEW

The fact is, no organization has ever become great without exceptional leadership – without leaders who can connect the efforts of their team to the critical objectives of the organization, who can tap the full potential of each individual on their team, who can align systems and clarify purposes, and who can inspire trust. It takes a “mind-set, skill-set, tool-set” approach to develop leaders who can unleash the talent and capability of their team against the organization's highest priorities.

## WHO SHOULD ATTEND & WHY

- ▶ People eager to shed an “old school” leadership style and learn how to unleash the potential of their team
- ▶ Those finding themselves in a leadership role with little notice or formal training
- ▶ Current leaders who want to sharpen their existing skills... discover new solutions to age-old problems... or who need a jolt of fresh enthusiasm at this point in their career

## KEY BENEFITS & OBJECTIVES

This powerful program addresses the specific challenges leaders face every day, including:

- ▶ Building trust and influence with others
- ▶ Defining a team's purpose and the “job to be done”
- ▶ Creating a strategic link between the work of the team and the goals of the organization
- ▶ Connecting the work of the team to the organization's economic model

In addition, leaders will learn how to align the four essential systems that drive success, including:

- ▶ **Execution** – the discipline of focusing on a few critical objectives with a process for achieving those objectives
- ▶ **Talent** – attracting, positioning, and developing individual workers in order to tap into their full potential
- ▶ **Core work processes** – creating clearly understood and aligned work processes for each function of the team
- ▶ **Customer feedback** – understanding the one thing you need to know about how your customers perceive you

The program also helps leaders master the three key conversations that will move them from mediocre to great. These dialogs include:

- ▶ **Voice** – discovering how to unleash people's full talents, passions and capabilities
- ▶ **Performance** – mutually agreeing on desired results and how to account for performance
- ▶ **Clear the Path** – becoming a resource in breaking down barriers that prevent people from getting their work done





## THE PROCESS

FranklinCovey's Leadership: *Great Leaders, Great Teams, Great Results* is a proven process-driven methodology approach to developing leaders. Much more than a 3 day training event. The process includes:

- ▶ The Leadership Quotient (LQ) assessment
- ▶ 3 days of classroom instruction
- ▶ A leadership implementation "contract"
- ▶ An accountability report to senior leaders
- ▶ A comparative LQ assessment

## THE PROMISE OF GREAT LEADERSHIP

1. A vision of what it means to be a great leader and a renewed desire to get there.
2. A radically new paradigm for leading in the Knowledge Worker Age.
3. A powerful framework for solving chronic leadership problems
4. Practical leadership skills and tools you can use "tomorrow morning"
5. A specific process and data-based action plan to get you started

## PARTICIPANTS RECEIVE

- ▶ A comprehensive guidebook
- ▶ *Leadership Contract and Essentials*, a resource book for leaders
- ▶ A CD with printable versions of the tools introduced in the workshop
- ▶ A program DVD with selected video from the workshop
- ▶ Exclusive access to online resources for leaders, including the Leadership Contract implementation process

## WORKSHOP FORMATS

**PUBLIC WORKSHOPS:** Held in many cities throughout Canada.

**CORPORATE, IN-HOUSE WORKSHOPS:** Conducted at your place of business and customized to suit your organization's needs.

**CERTIFICATION WORKSHOPS:** A FranklinCovey certification workshop empowers your organization's facilitators to teach FranklinCovey curricula throughout your organization. Certified in-house facilitators play pivotal roles in helping their fellow employees sustain a high-performance culture rooted in enduring principles of effectiveness.

**REGISTER TODAY! - HERE'S HOW**  
**3 DAY PUBLIC WORKSHOP PRICING**  
**\$1995 per participant**

### Leadership:

### Great Leaders, Great Teams, Great Results

For locations and dates of workshops near you and for information on group discounts call toll free 1-866-742-2487, email [customercare@franklincovey.ca](mailto:customercare@franklincovey.ca) us or register on-line [www.franklincovey.ca/FCCAWeb/asp/train\\_register.aspx](http://www.franklincovey.ca/FCCAWeb/asp/train_register.aspx)

