



The Practical Leader - Developing and Leading High Performing Teams

Course Venue: UAE - Dubai

Course Date: From 5 Jan 2020 To 9 Jan 2020

Course Place: Boulevard Sheikh Mohammed Bin Rashid

Course Fees: 4150 GBP



Introduction

This programme will show you what you should actually do hour by hour, day by day, week by week, month by month as a leader. Other training courses which will teach you the theory of leadership, concentrating on style, vision, mission and values. This one will instead show you the *practices* you should adopt and the habits you should develop to succeed as a leader.

You probably already know what good leaders do. You will have experienced good leadership in others; you will also have encountered poor leadership. This programme will give you the confidence to do what you know is right in leading your team.

objectives

- Identify steps to create a close, mutually trusting relationship with team members and staff
- Techniques to motivate employees to higher performance
- Deal with under-performers in a positive, constructive way
- Delegate effectively and in particular, run meetings well
- Deal properly with complaints and grievances
- Handle change effectively

Contents

Day One

Understanding Motivation

- Identifying motivating factors
- Physiological needs
- Psychological needs
- Sociological needs
- Intrinsic and extrinsic motivation
- How to enhance motivation

Day Two

The Practices of Successful Leaders

- How to get the job done
- Essential characteristics of teamwork
- Building a sense of pride and mutual trust
- Empowering employees to make decisions
- Delegation for increased productivity
- Running meetings

Day Three

Managing Performance

- High performance leaders
- Valuing employees
- Recognition and reward
- Creating a high performance culture



- Motivating poor performers
- Accomplishing goals under time constraints

Day Four

Leading a High Performance Team

- Communicating objectives clearly
- Listening for understanding
- Communicating with your team
- Hiring the right people
- Giving timely feedback on performance
- Negotiating agreements to satisfy both parties

Day Five

Developing the team

- Handling change
- Embracing change as a team
- Developing a sense of belonging
- Valuing diversity on the team
- Coaching employees to take action
- Action plan for The Practical Leader