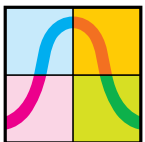


Unleashing Performance in the Real World



CLS

Center for Leadership Studies

Situational Leadership®

Unleashing Performance in the Real World



“Leaders are trained, not born”

says Dr. Paul Hersey, founder of the Situational Leadership® model. “Leadership, more than any other factor, will determine success as companies adapt to the next economy’s new set of rules”.

The Situational Leadership® Model is used by 70% of Fortune 500™ companies in 42 countries, with over 14 million leaders trained.

Situational Leadership® trains participants in the time-tested behavioural model of how to best influence the performance of individuals and groups. The program equips organisations and teams with:

- ✓ A common “leadership language” that encourages effective upward, downward and lateral influence, improving communication and outcomes.
- ✓ The ability to assess the needs of individuals and groups before attempting to influence – saving time and optimising effort.
- ✓ Greater self-awareness of leadership style.
- ✓ Understanding of the range of leadership behaviours that can be used to greatest effect in meeting follower needs.
- ✓ Practical, positive and immediately applicable performance development skills.
- ✓ Great takeaway resources to support ongoing application.
- ✓ Free workshop follow up to reinforce positive application of learning.



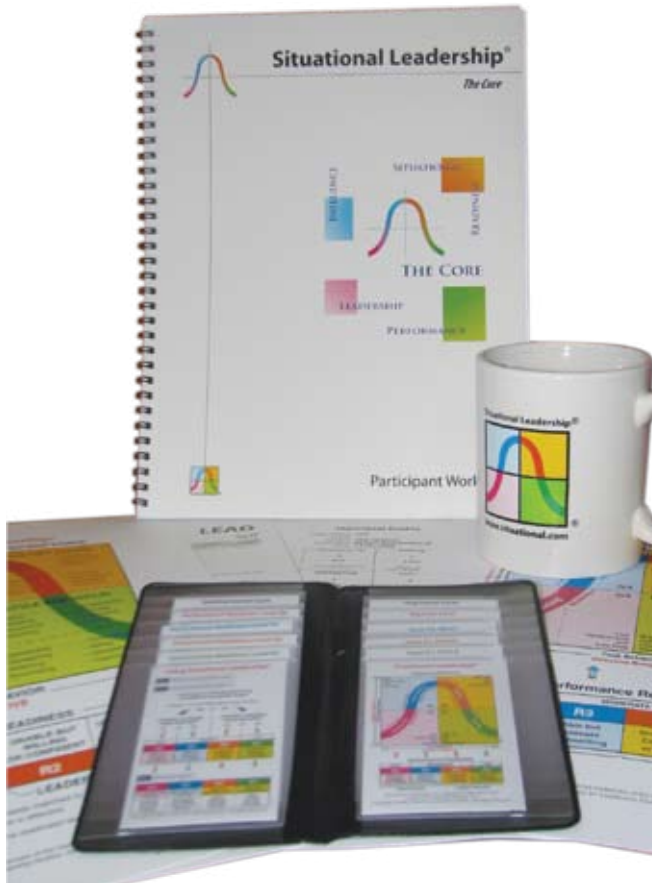
Aubrey Warren **Australia’s Situational Leadership® Master Trainer**

Aubrey helps organisations, teams and individuals develop practical and sustainable leadership skills. An accredited coach with Growth Coaching international and an adjunct lecturer in Business Communication at the Brisbane Graduate School of Business at QUT, Aubrey is an experienced workshop facilitator committed to providing training that “educates, equips and encourages”.

He has trained people across Australia, in the USA, India and Malaysia. He is an accredited administrator of both the Team Management Profile and the Myers-Briggs Type Indicator®, holds BA and MBus degrees and is a member of the Australian Institute of Management, the Australian Human Resources Institute, and the International Coach Federation.



Strengthening leaders and organisations



Situational Leadership® Core Program (one-day workshop)

The Core is a dynamic, practical and engaging one-day workshop that provides the fundamentals of a time-tested behavioural model of how to best influence the performance of individuals and groups.

The Core Program offers the means for learners to immediately begin to positively impact performance results. The program covers:

- ✓ Leadership principles – including democratic, autocratic and situational perspectives
- ✓ The three core competencies of Situational Leadership
- ✓ Assessing follower performance readiness levels
- ✓ Understanding the roles of task and relationship behaviours in leadership
- ✓ The Situational Leadership® model
- ✓ Individual leadership profile (preferred style) feedback
- ✓ Learning to “flex” – effectively adapting your style

All participants receive comprehensive support materials including individual style feedback and a complimentary two-week individual follow-up

What participants say about the program

“Invaluable. Aubrey was great. A very encouraging and knowledgeable facilitator. I am confident I will be able to deliver this program to my management team and also use my knowledge to lead more effectively”

Joanne Ryan, Super Cheap Auto

“Thanks for a really great course – extremely well delivered. It was great having my immediate manager on the course as he is now applying the model to my situations first, so I get to learn from the experience and will then be more able to apply the model to my team’s situations”

Bruce Swiegers, Avanade Australia

“Situational Leadership® gives you a structure to work within and clearly shows you how and when to use different styles. Aubrey Warren is a great presenter and has the ability to deliver the program in an easy to understand format. I send all my key people to this course as I feel it is an essential concept for great leadership.”

Frank Uccellini, Terry White Chemists

“Definitely one of the more practical leadership models around that I have seen”

David Gorman,
HR L & D Consultant, Dept Housing and Works

“Well facilitated, excellent tools”

“Highly enjoyable and informative”

“The course has given me an idea of what my leadership skills are currently like and how I might improve/change. I really enjoyed the workshop!”

“It gives me some very clear development targets for my growth”

“Very practical”

Situational Leadership® programs and resources ...

There are various ways to extend the reach and impact of Situational Leadership with complementary, follow-up and extension programs, including:

- **Situational Leadership® The Core one-day workshop** – a comprehensive, hands-on introduction to the Situational model equipping participants to immediately begin more effectively assessing performance readiness and adapt their influencing style for better results.
- **Situational Leadership® Briefing** – ideal for executive teams and when time is tight.
- **Performance Readiness** – enabling Core participants to introduce Situational Leadership to their own teams in a short, workbook-supported familiarisation session.
- **Leader as Coach** – providing follow up practice in applying the model through situational interventions and conversations.
- **Leading People Performance** – A program harnessing the heightened self awareness provided by the DiSCC(R) profile with the practical skills of Situational Leadership® and the power of coaching. Delivered in association with Growth Coaching International
- **Trainer accreditation.** For extensive roll-outs of Situational Leadership® in your organisation. We equip your in-house trainers with the knowledge, skills and resources to deliver the Core program and license your organisation for ongoing delivery for two years.
- **Licensed products** including participant kits, online and print profiles, pocket cards, and more ...

Visit www.sitlead.com.au

For free leadership articles, the Situational Leader newsletter and introductory video.



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