



Developing Leaders
Empowering Followers
Enhancing Organisations

Situational Leadership®

The Core Program

Overview

Situational Leadership® - The Core Program is a dynamic, engaging workshop that provides the fundamentals of a time-tested, behavioural model of how to best influence the performance of people. This innovative workshop is pragmatic, flexible and offers the means for learners to begin to impact performance results.

The Core Program is an extremely flexible facilitated developmental experience. The program covers:

- Leadership principles – theories of traits, behaviours and culture
- Effective leadership as the process of adapting your behaviour to the performance needs of the individual or group
- Democratic and Autocratic styles - the situational perspective
- The three core competencies of situational leadership:
 - Focusing on the task
 - Analysing follower needs
 - Adapting your influencing style
- Assessing follower performance readiness levels
- Understanding the different roles of task and relationship behaviours in leadership
- The Situational Leadership® model
- Your leadership profile (preferred style)
- Learning to “flex” – effectively adapting your style
- Personal application plans

“You must be the change you wish to see in the world.”
Mahatma Gandhi

Australasia’s only Master Trainers for Situational Leadership® (USA), co-developers of Situational Communication™ and your source for training and related services throughout Australia and New Zealand

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Strategic Outcomes

- Diagnostic skills to determine the skill and motivation levels of employees
- Ability to consciously select a leadership style appropriate for a situation
- Communication skills and a universal approach to effectively influencing employee behaviour
- Development of a common language for leaders and followers around performance, needs and influence
- A process to effectively cover tough performance issues in an unemotional way
- Accelerate the development and retention of talent

Program Description

Situational Leadership® is the most prevalent leadership system in the world – and has been for more than 40 years. It is a powerful and pragmatic workshop based on a simple model of how to adapt one's behaviour – and when. Behaviourally-based, proven and intuitively simple, this model has more value today than ever before.

Situational Leadership® - The Core Program is designed to build and extend participant's skills in influencing, leading, coaching and managing. The very nature of leadership is changing quickly. Now, more than ever, the Situational Leadership® model is an essential tool for people wanting to lead in a way that yields top performance and fosters a positive work environment.

Extended Outcomes

- Accelerates leadership development
- Enables and formalises influence skills up, down and across
- Accelerates the growth of people and teams
- Focuses on performance
- Optimises performance while maintaining a positive work environment

Program Specifications

Audience

- Individual contributors
- Supervisors
- Managers
- Coaches
- Executives
- Teams

Delivery Options

- License and in-house delivery
- ACLS trainers facilitate at client's sites
- ACLS Public workshops
- Tailored or customised

Follow-up Options

- Twelve O'Clock High®
- Situational Leadership® Applied
- Lead 360 Charting New Courses
- Leader as Catalyst

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