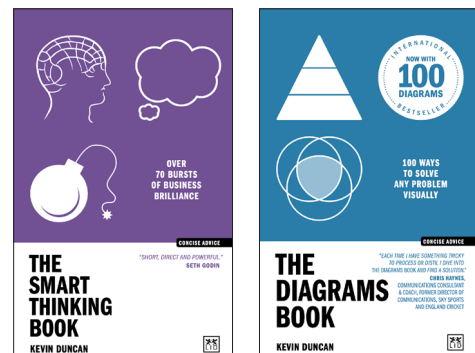


The Consultative Leader



How to hold your line when running a team, command the respect of demanding clients, and prevail with a clear point of view. Introduces the important elements of being a consultant rather than just the provider of transactional services.



EXAMPLE CONTENT

YOU

- What am I like? Understand yourself
- The Gatekeeper role
- Setting a good example
- Assertive listening

YOUR TEAM

- Relationships
- Communication
- Moral purpose and style
- Why should anyone work for you?

YOUR CLIENTS AND CUSTOMERS

- Provide proper air cover
- Say no politely
- Self-brief

ETHICAL LEADERSHIP

- Authenticity
- Ethical strategies
- Overcoming resistors
- Are you an ethical game changer?

SUMMARY

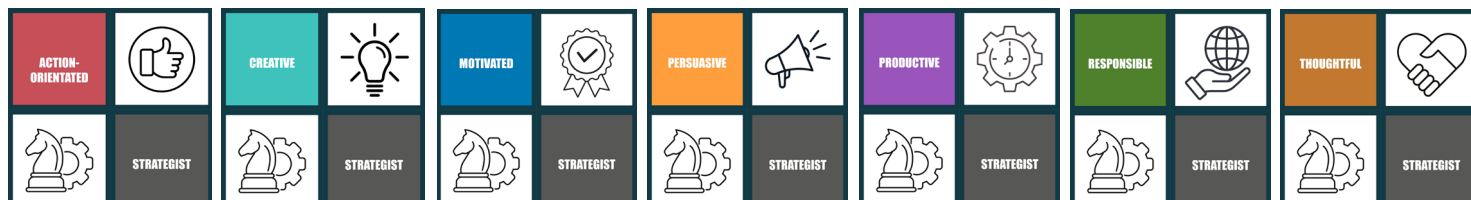
A combination of smart thinking and an empathetic approach is the basis of an appropriate modern leadership approach. There are many types of leader, so this course is highly flexible and can be pitched at any suitable level.

OUTCOME

This course hugely improves leadership confidence and provides a suite of wide-ranging craft skills that can be put into action immediately.

SAMPLE SOURCE MATERIAL

Execution – Bossidy & Charan
The First Mile – Scott D. Anthony
Surrounded By Bad Bosses - Thomas Erikson
The Power Of Difference - Simon Fanshawe
A World Without Email – Cal Newport



"A fast, no bullshit shot in the arm for all of us who forget how simple business can be. Punchy + Bouncy = Refreshing."
Chris Barez-Brown, Founder of Upping Your Elvis and author of Shine and Free!