

## LEADERSHIP DEVELOPMENT TRAINING

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**COURSE LENGTH: 2.0 DAYS**

The PD Training (PDT) Leadership Development Training course in New Zealand is a practical course that provides participants with an impactful learning journey that develops insight and skills to develop as a leader, and teaches functional management skills that are core competencies needed by people in leadership roles.

The PDT Leadership Development Program utilises a system of activities that has been scientifically proven to provide leaders with improved levels of agility, resilience and improved communication skills. Click here to learn more about how this program can be implemented in your organisation and view a cost comparison.

In this dynamic, 2-day professional development program, you'll learn how to become an effective leader who is self-aware, builds trust, and can inspire a high performing team. You'll also learn management skills such as problem solving, decision making, giving feedback and performance management.

During this Leadership Development course you will complete the REACH Personality Profiling tool, which will provide you with insight into your preferred communication style and how best to communicate with others. This newly found awareness will empower you with the ability to connect better with others and can provide you with an improved level of interpersonal communication and leadership skills.

**Complete a Sample Profiling Survey and View a Sample Report Below:**

**To Have Your Leaders Start the 12-Minute Survey [click here](#)**

**If You Would Like to View an Example of the Report [click here](#)**

This dynamic training course is available now throughout New Zealand, including Auckland, Christchurch or Wellington.

Please click the In-House Training tab to receive a free quote for courses delivered at your preferred location.

**Looking for a 3-hour Online Live version of the course? [Click Here to View Our 3-Hour Virtual Leadership Skills Courses.](#)**

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## LEADERSHIP DEVELOPMENT TRAINING COURSE OUTLINE

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### FOREWORD

The PD Training Leadership Development Training Program in New Zealand has been highly praised by our business clients as providing the essential skills required to be a talented leader are presented in a format that is both informative and empowering at the same time.

Through patience, persistence and hard work, anyone can become a highly effective leader. The responsibility is on you to implement the strategies taught in this course and to identify and correct changes in certain behaviours which may be quite difficult. The skills required to be a great team player are not always the same skills required to effectively lead the team. This is why Executive Leadership Development is so highly sought after by most successful companies.

The primary role of a leader also requires a thorough understanding of the team's needs, aspirations and concerns, so it is important to have excellent listening and facilitation skills as well as highly developed abilities to coach and mentor others. This Leadership and Influencing Skills Training Program will teach you that effective leadership starts with a thorough understanding of oneself, which then allows you to support and lead others towards stated organisational goals.

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### OUTCOMES

#### Leadership Training - Day 1

- Understand the role of a leader, their traits, how are they different to a manager
- Look beyond the common leadership stereotypes
- Learn how your personality traits interact with your leadership styles
- Understand what Leading with Emotional Intelligence (EI) is and choosing the best approach
- Understand and Apply Situational Leadership
- Understand and apply the 5 practices of exemplary leadership
- Increase the performance of your team through developing team spirit

#### Leadership Training - Day 2

- Get the most out of your team by understanding the generational differences
- Influence with passion and empower others to act by using rapport building techniques
- Use creative problem-solving & decision-making methods
- Improve your coaching and mentoring skills
- Give feedback to inspire greater performance with engagement and buy-in
- Identify and apply strategies to manage underperforming members of the team

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## MODULES

### Lesson 1: Getting Started

- Welcome
- Expectations
- Leading, Managing and Coaching
- Defining Leadership and Influence
- Characteristics of a Leader
- Core Leadership Theories
- Reflection

### Lesson 2: Your Personality Style and Leadership

- REACH Profile Review
- Personal Style Markers
- Leading Dimensions
- Profile Interactions
- Reflection

### Lesson 3: Leading with Emotional Intelligence

- Relationship Management and Influence
- Emotional Honesty
- Reflection

### Lesson 4: Leadership Flexibility

- Situational Leadership
- Matching: Leadership Style to Development Level
- Reflection

### Lesson 5: Trust

- Building Trust
- Trust in MY Team
- Reflection

### Lesson 6: Encouraging Teamwork

- Lessons from Geese
- What the Leader Can Do
- Reflection

### Lesson 7: Influencing Skills

- The Art of Persuasion
- The Principles of Influence
- Influencing by Building Rapport
- Bridging the Gap
- Watching and Listening
- Reflection

### Lesson 8: Problem Solving and Decision Making

- Define the Terms
- Four Step Problem Solving Process
- Defining the Problem
- Reflection

### Lesson 9: Coaching and Mentoring

- Coaching
- Mentoring
- Introducing the G.R.O.W. Model
- Benefits of Setting Goals
- Setting SMART Goals
- Reflection

### Lesson 10: Feedback

- Four Key Areas
- Types of Feedback
- Feedback Delivery Tools
- Feedback Using the SBI model
- Seeking Feedback
- Reflection

### Lesson 11: Managing Performance

- Common Performance Issues
- How to Manage Underperformance
- Taking Initial Action
- Taking Formal Action
- Underperformance Meeting Plan
- Reflection

### Lesson 12: Reflections

- Recommended Reading List

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## WEB LINKS

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- [View this course online](#)
- [In-house Training Instant Quote](#)
- [Public Classes - Enrol Now!](#)