PROFESSIONAL DEVELOPMENT TRAINING

Leadership Development Training

09 884 0762

REQUEST QUOTE

2.0 DAY COURSE

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, resiliance 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.

What You'll Gain:

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.

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

Modules

Lesson 1: Getting Started

- Expectations
- Defining Leadership and Influence
- Activity: Did It Work?
- Leading and Managing
- Activity: Do you Manage or Lead?
- Activity: Characteristics of a Leader
- Activity: Developing Leadership Qualities
- Reflection

Lesson 2: Your Personality Style and Leadership

- REACH Profile Review
- Personal Style Markers
- Activity: Achieving Dimensions
- Activity: Relating Dimensions
- Activity: Profile Interactions

Lesson 3: Leading with Emotional Intelligence

- Activity: Do I Lead with Emotional Intelligence?
- Relationship Management and Influence
- Activity: Influencing Positively
- Activity: Creating a Climate for Emotional Honesty

Lesson 4: Leadership Flexibility

- Situational Leadership
- Activity: Leadership Styles Displayed
- Activity: Matching Leadership Style to Development Level

Lesson 5: Trust

- Activity: Does Trust Matter?
- Building Trust - the Four Cs
- Trust in My Team
- Activity: Taking a Trust Pulse
- Elements of Trust

Lesson 6: Encouraging Teamwork

- Lessons from Geese
- The 5 Dysfunctions of a Team
- Activity: Are We Susceptible?
- Activity: Overcoming Dysfunction
- Activity: Developing Team Spirit

Lesson 7: Influencing Skills

- The Art of Persuasion
- Activity: Ethos, Pathos & Logos in Ads
- The Principles of Influence
- Activity: Applying Cialdini's Principles of Influence
- Influence by Rapport
- Activity: Identifying Rapport Experiences
- Bridging the Gap
- When to Mirror?
- Watching and Listening
- Pacing and Leading
- Activity: Practising Rapport

Lesson 8: Problem Solving and Decision Making

- Define the Terms
- Activity: REACH and Decision Making
- The Problem Solving Process
- Defining the Problem
- 5 Whys
- Appreciation
- Cause and Effect (Fishbone) Diagrams
- Activity: Fishbone
- Generating Alternatives
- Evaluate & Select a Solution
- Activity: Applying the Six Thinking Hats

- Implement and Follow Up on Solution
- Activity: Implementing ABC's Solution

Lesson 9: Coaching and Mentoring

- Coaching Vs Mentoring
- The GROW Model
- Benefits of Setting Goals
- Setting SMART Goals
- Activity: Run a Coaching Session

Lesson 10: Feedback

- Four Key Areas
- Activity: Being Focused
- The Feedback Sandwich!
- Try a Feedback Sandwich
- Feedback Framing Tool - SSI
- Activity: Practice Giving Feedback
- Seeking Feedback

Lesson 11: Managing Performance

- Common Performance Issues
- Taking Initial Action
- Accountability Vs Responsibility
- Stop, Look, Listen
- Activity: Causes and Solutions to Weak Accountability

Talk to our expert team

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