



# THE INFLUENCE BUSINESS

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*Raise your level of influence*

## BUILDING EXCELLENCE IN LEADERSHIP (MODULAR)

### Overview

This is a highly personalised leadership coaching programme of **four 2-hour sessions over 3-4 months** which will give you an opportunity to understand your own leadership style, perception of how you come across to others and a tailored personal development plan.

This programme has been designed to support corporate efforts to broaden and deepen the leadership capabilities of selected individuals destined to populate the organisation's leadership team in the future. This highly tailored programme can draw on **360° feedback**. It will:

- Review strengths and how these can be used to unlock your potential
- Identify barriers, the things that stop you from fulfilling your potential
- Overcome barriers and produce a development plan to improve skills and behaviours, thus releasing potential

### Aim

To develop and hone your leadership skills for personal excellence and business performance around three specific areas:

- Managing self and own career
- Leading others through a coaching style
- Driving the business forward

### Outcomes

At the end of the programme you will:

- See yourself from your team's perspective and have the confidence that the skills really work for you
- Have a clear awareness of your own leadership style, particularly what works and areas for development
- Have a highly focused development plan from the 360 report and feedback.
- Improve communication, influencing and presentation skills
- Improve in self belief and confidence to lead yourself and others
- Acquire coaching skills to transform the performance of others by helping them to think for themselves
- Develop an awareness of creative thinking tools and techniques for generating innovative solutions



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### **Methodology**

Individual coaching and use of video review.



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