

Developing Your Leadership Voice for Presence and Impact

Length: 3 Days

Summary: Find your voice as a leader in this leadership training course and learn to leverage proven behaviors and techniques to establish your own communication style and authentic leadership voice for engaging, inspiring, and motivating others.

COURSE CONTENT

INTRODUCTION AND OVERVIEW

- Communicating is the key to leadership
- Reviewing key communication skills
- Inspiring change

UNCOVERING THE LEADER IN YOU: LOOKING IN THE MIRROR

- Discovering your personal values
- Mapping your roles and identity
- Decoupling authority from power

THE PERSUASIVE LEADER

- Leading with logic, credibility and emotion
- Selecting supporting tools

THE HONEST LEADER

- Integrating who you are with what you do
- Ensuring clarity, consistency and integrity
- Building your leadership voice
- Preserving authenticity when adapting your style

APPLYING LEADERSHIP OBJECTIVES: COMMUNICATING TO ACHIEVE RESULTS

- Defining your leadership goals
- Envisioning a new future
- Mitigating the change impact on others
- Turning resistors into supporters

DEVELOPING COMMUNICATION OUTCOMES

- Planning winning outcomes
- Translating objectives into communication outcomes
- Evolving outcomes
- Building your change champions
- Delivering the right message at the right time

IMPROVING YOUR POLITICAL GAME

- Investing in reputation and credibility
- Customizing your communication strategy
- Combining logic, emotion and credibility for the right mix
- Connecting with your audience

REFINING YOUR PERSONAL COMMUNICATION: EMPLOYING NONVERBAL SKILLS FOR GREATER IMPACT

- Preparing and knowing when to stop
- Communicating with more than words
- Interpreting body language

CRAFTING COMPELLING MESSAGES

- Simplifying and strengthening the message
- Packaging messages to achieve desired outcomes
- Asking "What's the point?"

EXPLORING COMMUNICATION STYLES

- Discovering your communication style
- Identifying how others communicate
- Flexing your style

RALLYING YOUR TEAM

- Communicating with emotional intelligence
- Working appropriately with reasoning and logic
- Linking your message to core motivations
- Drawing successfully on emotional appeal

SUSTAINING YOUR CHANGE INITIATIVE: TRIGGERING CHANGE IS JUST THE BEGINNING

- Dealing with stages of change
- Defining your team's needs
- Planning for progression
- Adapting to organic change

DEALING WITH DIFFICULT CONVERSATIONS

- Coping with anxiety
- Leveraging self-awareness
- Moving discussions forward
- Managing conversational traps
- Prioritizing people before process

PROGRESSING FROM THEORY TO PRACTICE

- Identifying your personal target
- Building a campaign
- Clarifying your short- and long-term priorities
- Combining tactics to maximize presence and impact
- Encouraging others to take action
- Transferring your skills from class to workplace