



## **Motivate to Win – Online & Onscreen**

### **OBJECTIVE**

This course will enable you to become a better leader – especially when your team is working remotely or WFH.



### **THE COURSE CONTENT INCLUDES**

- Define leadership for 2020 and maybe 2021
- Define the behaviours which good leaders exhibit in testing times
- Consider your own thought processes and how they help and inhibit you as leader
- Consider the challenges of leading teams using technology – video messaging like Skype, Zoom and Webex, and platforms like Yammer, Slack, and Teams
- Help your remote teams become a more cohesive unit
- Use a range of tools and techniques to develop your leadership skills
- Achieve improved outcomes for you and your business

This course is ideal for management who have an impact on results. This includes Sales Managers/Directors, HR Professionals, Procurement Managers, General Managers and MD's, Logistics and Operations Management and Team Leaders.

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What we will cover:

|   |  |
|---|--|
| <b>Leadership Winners and Losers</b>                      | <ul style="list-style-type: none"><li>➤ Your leadership priorities – right now</li><li>➤ What we are learning from 2020 so far Who is working well right now?</li><li>➤ Who “should” know “better”?</li></ul>                              |
| <b>Enhancing Your Leadership Online</b>                   | <ul style="list-style-type: none"><li>➤ How to lead through a screen</li><li>➤ Selecting the message and the media Tools &amp; techniques to help project authority</li><li>➤ Building rapport</li><li>➤</li></ul>                         |
| <b>Aligning Strategy with Humanity</b>                    | <ul style="list-style-type: none"><li>➤ Redefining the Big Picture – is it just survival?</li><li>➤ Vision and actions</li><li>➤ Helping others take action</li><li>➤ Being aware of your own resilience – and that of your team</li></ul> |
| <b>Managing Your Emotions – and helping manage theirs</b> | <ul style="list-style-type: none"><li>➤ What message do you really “transmit”?</li><li>➤ ANTS (Automatic negative Thoughts) and you</li></ul>  |
| <b>Team Meetings – with a structure</b>                   | <ul style="list-style-type: none"><li>➤ 3Ps - What to say to begin</li><li>➤ Questioning and confidence</li><li>Handling group size – smaller/larger team techniques</li><li>Achieving consensus</li></ul>                                 |
| <b>Your questions</b>                                     | <ul style="list-style-type: none"><li>➤ The opportunity to ask about application to your situation</li></ul> Further development & coaching options  |



## **Motivate to Win – Online & Onscreen**

While “WFH” has increased in recent flexible and agile working patterns looks to become a new normal. Leadership has suddenly moved online. Do your leadership skills match the new situation?

In this short webinar we will look at leadership and help you consider what changes you need to make to help you lead credibly and with improved confidence, especially when confined to a computer screen.

Effective leaders develop traits and habits which seem automatic, but which come down to a range of behaviours and skills. In this webinar we help you improve your habits and attitude to identify approaches which will enhance your leadership, your team and ultimately your business.

This is a practical and interactive webinar, led by an expert in communication. Come prepared not just to listen, but question, contribute and learn. There will also be the opportunity to consider how to develop your own skills further through individual coaching.

### **JULY/AUGUST SCHEDULE:**

**July 24<sup>th</sup> , August 18<sup>th</sup> & 27<sup>th</sup>      11.30am – 1pm**

**Special 2for1 offer** - Sign up for any one course and choose another free or enrol two delegates for any one course and just pay for one.

The standard cost is £155 plus VAT per delegate, with 20% discount if two or more delegates come from the same business.

### **ADDED VALUE**

In addition to the webinar each delegate will receive a copy of **Richard Denny’s** book ‘**Fast Track to Successful Selling**’, a copy of **Wise Words**, free access to his Skill Sharpener Coaching Video ‘**Management and Leadership**’, plus a 30% discount voucher on product and a £70 voucher for use on a further training course, plus registration to receive **Richard’s ‘Thought for the Day’**.

To enrol email Judith Harker at [judith@denny.co.uk](mailto:judith@denny.co.uk) or call +44 (0) 1608 653865