

ACHIEVING LEADERSHIP SUCCESS THROUGH PEOPLE

Lead more effectively by creating rapport, synergy and two-way trust.

Seminar #2128

Overview

The most successful leaders are those with the best people skills, especially during the most difficult circumstances. Poor communication and interpersonal relationships routinely thwart leaders who are otherwise technically competent. In order to succeed, leaders must be fully engaged with the individuals who make up their organization. Focusing skill-by-skill on P.E.O.P.L.E. (Professionalism, Empathy, Optimism, Partnering, Loyalty and Empowering) this seminar can help anyone in a position of leadership to better demonstrate caring as well as courage, and to use a P.E.O.P.L.E. approach to achieve maximum results.

Schedule

- [3] days
- [3] days - **\$2,645** Non Members
- [3] days - **\$2,395** AMA Members
- [3] days - **\$2,051** GSA

Credits

18PDU /1.8 CEU

Schedule

We have 13 scheduled sessions located nationwide starting between 6/25/2012 - 2/20/2013

Date	Location	Duration
Jun 25, 2012 - Jun 27, 2012	Chicago, IL	3 Days
Jul 25, 2012 - Jul 27, 2012	New York, NY	3 Days
Aug 22, 2012 - Aug 24, 2012	Arlington/Washington DC, DC	3 Days
Aug 27, 2012 - Aug 29, 2012	Los Angeles, CA	3 Days
Sep 24, 2012 - Sep 26, 2012	Atlanta, GA	3 Days
Oct 10, 2012 - Oct 12, 2012	San Francisco, CA	3 Days
Oct 24, 2012 - Oct 26, 2012	New York, NY	3 Days
Nov 5, 2012 - Nov 7, 2012	Arlington/Washington DC, DC	3 Days
Nov 14, 2012 - Nov 16, 2012	Fort Lauderdale, FL	3 Days
Dec 3, 2012 - Dec 5, 2012	New York, NY	3 Days
Dec 17, 2012 - Dec 19, 2012	Chicago, IL	3 Days
Feb 6, 2013 - Feb 8, 2013	Las Vegas, NV	3 Days
Feb 20, 2013 - Feb 22, 2013	Arlington/Washington DC, VA	3 Days

Registering more than 4 people, please call 1-877-566-9441.

How You Will Benefit

- Understand the components of professionalism and the importance of setting a good example
- Coach and develop your direct reports/colleagues to be more hopeful and empathetic as they develop greater professionalism
- Create genuine partnerships and unity with, and among, direct reports/colleagues
- Be more optimistic through reframing, resilience and positive language skills
- Learn and apply the components of loyalty to create "loyal followership"
- Trust and empower your direct reports/colleagues more

What You Will Cover

- Professionalism: character, composure, commitment, communication, competence and caring
- Empathy: connecting and building rapport, understanding others and valuing strengths
- Optimism: enthusiasm, eagerness to learn and teach, and resilience
- Partnership: collaboration (vs. competition), creating synergy and teamwork
- Loyalty: building energetic followers who persevere and are accountable to self and others
- Empowerment: delegating, teaching, coaching and entrusting

Who Should Attend

Senior managers, directors, vice presidents and other executives, as well as midlevel managers and others in positions of leadership.

Ways to Register

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email customerservice@amanet.org
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)