

**DEVELOPING EXECUTIVE LEADERSHIP**

Deepen your self-awareness with executive leadership training and empower your staff to improve performance!

Seminar #2501

**Overview**

When the stock market is making you wonder about your organization's future every day of every work week, it's vital to be well-equipped to optimize your company's performance-as well as your own career-with executive leadership training. To exhibit real executive leadership, you must be a visionary, a trailblazer, a strategist, a communicator, a coach, a diplomat and a politician. The world's most successful leaders are able to focus on the big picture and uphold high standards while wearing many hats.

This intensive three-day executive leadership training program combines proven-in-action techniques with peer interaction and insights from the latest research to help you master the competencies of effective executive leadership.

**Schedule**

- [3] days
- [3] days - \$2,545 Non Members
- [3] days - \$2,295 AMA Members
- [3] days - \$1,965 GSA

**Credits**

18PDU /1.8 CEU

**Schedule**

We have 37 scheduled sessions located nationwide starting between 6/6/2012 - 2/20/2013

Date	Location	Duration
Jun 6, 2012 - Jun 8, 2012	Scottsdale, AZ	3 Days
Jun 11, 2012 - Jun 13, 2012	New York, NY	3 Days
Jun 13, 2012 - Jun 15, 2012	Overland Park, KS	3 Days
Jun 18, 2012 - Jun 20, 2012	Boston, MA	3 Days
Jul 9, 2012 - Jul 11, 2012	Arlington/Washington DC, DC	3 Days
Jul 18, 2012 - Jul 20, 2012	New York, NY	3 Days
Jul 23, 2012 - Jul 25, 2012	Minneapolis, MN	3 Days
Jul 25, 2012 - Jul 27, 2012	San Francisco, CA	3 Days
Jul 30, 2012 - Aug 1, 2012	Dallas, TX	3 Days
Aug 6, 2012 - Aug 8, 2012	Chicago, IL	3 Days
Aug 8, 2012 - Aug 10, 2012	Philadelphia, PA	3 Days
Aug 13, 2012 - Aug 15, 2012	New York, NY	3 Days
Aug 27, 2012 - Aug 29, 2012	Seattle, WA	3 Days
Aug 27, 2012 - Aug 29, 2012	Arlington/Washington DC, DC	3 Days
Sep 5, 2012 - Sep 7, 2012	San Diego, CA	3 Days
Sep 12, 2012 - Sep 14, 2012	Hartford, CT	3 Days
Sep 24, 2012 - Sep 26, 2012	Houston, TX	3 Days
Oct 8, 2012 - Oct 10, 2012	San Francisco, CA	3 Days
Oct 10, 2012 - Oct 12, 2012	Arlington/Washington DC, DC	3 Days
Oct 15, 2012 - Oct 17, 2012	New York, NY	3 Days
Oct 29, 2012 - Oct 31, 2012	Chicago, IL	3 Days
Oct 31, 2012 - Nov 2, 2012	Dallas, TX	3 Days
Nov 5, 2012 - Nov 7, 2012	Morristown, NJ	3 Days
Nov 7, 2012 - Nov 9, 2012	Pittsburgh, PA	3 Days
Nov 12, 2012 - Nov 14, 2012	Arlington/Washington DC, DC	3 Days
Nov 12, 2012 - Nov 14, 2012	Boston, MA	3 Days
Nov 14, 2012 - Nov 16, 2012	Newport Beach, CA	3 Days
Dec 5, 2012 - Dec 7, 2012	Arlington/Washington DC, DC	3 Days
Dec 5, 2012 - Dec 7, 2012	Chicago, IL	3 Days
Dec 10, 2012 - Dec 12, 2012	New York, NY	3 Days
Dec 12, 2012 - Dec 14, 2012	San Francisco, CA	3 Days
Jan 7, 2013 - Jan 9, 2013	New York, NY	3 Days
Jan 16, 2013 - Jan 18, 2013	Scottsdale, AZ	3 Days
Jan 28, 2013 - Jan 30, 2013	Arlington/Washington DC, DC	3 Days
Feb 6, 2013 - Feb 8, 2013	Dallas, TX	3 Days
Feb 11, 2013 - Feb 13, 2013	New York, NY	3 Days
Feb 20, 2013 - Feb 22, 2013	Chicago, IL	3 Days

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

**How You Will Benefit**

- Build an executive leadership style that creates trust, sets a clear vision and guides your entire team toward greater performance and profit
- Gain insights into the key executive leadership skills and techniques you need to create a winning strategy
- Learn what real "coaching" consists of and how to build an extraordinary team that works together to deliver results
- Develop heightened "emotional intelligence" for greater professional achievement and satisfaction
- Identify the characteristics of effective leadership and the most common saboteur
- Develop an executive leadership style that adapts to the person and situation
- Improve performance through empowerment and effective delegation
- Clearly communicate mission, vision and value statements
- Build a cohesive unit that performs well in all situations
- Apply executive leadership training to continue your growth as a leader through a self-development plan

**What You Will Cover**

#### **Understanding Today's Executive Leadership Expectations**

- Examining your executive leadership challenges
- Exploring the fundamental concepts of executive leadership
- The four-factor model of effective executive leadership
- Differentiating between leadership and management
- Identifying the executive leadership requirements for the 21st century

#### **Leadership with the Head: Exploring the Strategic Elements of Executive Leadership**

- Defining mission, vision and values
- Focusing on the "big picture" when building the culture
- The importance of planning and prioritizing in day-to-day activities
- Taking the time to focus on envisioning the future
- How a personal vision statement helps you achieve your organizational vision

#### **Leadership with the Hands: Understanding and Appreciating Situational Leadership® II, the Art of Influencing Others**

- How to develop people, value differences and encourage honest communication
- Developing your leadership style to gain commitment from your employees
- Matching your leadership style to your employees' developmental needs

#### **Leadership with the Feet: Personal Values and Ethics at Work**

- Understanding the challenges you face—and the various ways you can manage them
- Creating a culture of trusting relationships
- How individualized "passionate purpose" provides a context for consistency and credibility

#### **Leadership with the Heart: Practicing Ways to Communicate**

- Executive leadership techniques for enhancing pride in the work and the organization
- Motivating the workforce: three elements that ensure increased job satisfaction and productivity
- Examining the role of "emotional intelligence" in successful executive leadership
- Assessing your "emotional intelligence": your strengths and areas that need development

#### **Creating an Executive Leadership Development Plan**

- Developing a plan based on your goals and your organization's strategy

#### **Who Should Attend**

This seminar is designed to provide executive leadership training for midlevel managers or executives who lead others with managerial responsibility. It will benefit executives who require strong decision-making skills and the ability to lead and motivate others.

#### **Special Feature**

AMA Blended Learning combines instructor-led training with online pre- and post-seminar assessments, tune-up courses and other resources to maximize your training goals. Through a blend of proven instructor-led seminars and powerful online technology, AMA Blended Learning provides a compelling and more comprehensive experience for the learner—producing a greater return-on-investment for the employer and the seminar participant.

#### **Ways to Register**

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