

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that--our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/2901](http://www.amanet.org/2901)

# Situational Leadership® II Workshop

## Specially developed for AMA by The Ken Blanchard Companies®

### Does your organization lack passion, energy, self-reliance and drive?

If so, here's your chance to create a motivating and engaging workplace where people develop and live up to their potential. Specially developed for AMA by The Ken Blanchard Companies® (and delivered by AMA expert faculty), the Situational Leadership® II Workshop will help you apply the most comprehensive, tangible and useful model of leadership available. Get ready to know exactly what effective leaders do and practice the concrete tools you need to leap ahead.

### How You Will Benefit

- Improve communication and become a more trusted and credible leader
- Learn how to use situational leadership to achieve greater productivity by infusing energy, self-reliance and drive within your employees
- Create a collaborative work environment to achieve faster sustainable results
- Avoid the negative outcomes of oversupervision and undersupervision
- Obtain a critical thinking process for analyzing, diagnosing, and acting according to the situation
- Increase your effectiveness in setting goals, providing clear direction, listening, observing, monitoring and giving feedback
- Retain your most talented employees by being more responsive to their development needs

### What You Will Cover

#### The Need and Value of Situational Leadership® II

- Knowing your role as a Situational Leader, as a teacher, coach, mentor, and influencer
- Identifying the potential value of Situational Leadership® II
- Practicing three skills and six conversations of Situational Leadership® II

#### Goal Setting— The First Skill of a Situational Leader

- Recognizing the purpose and value of goals
- Understanding and practicing crafting SMART Goals

#### Diagnosing— The Second Skill of a Situational Leader

Identifying the two components of diagnosing— competence and

- Identifying the two components of diagnosing—competence and commitment
- Understanding the collaborative nature of diagnosing
- Practicing a method for resolving disagreements

### **Matching— Third Skill of a Situational Leader**

- Identifying the Four Leadership Styles and the two Component Behaviors—Direction and Support
- Understanding the leadership behaviors associated with Direction and Support
- Applying the process of matching Leadership Style to Development Level

### **Plan for Development**

- Identifying SLII ® Strengths and Development Areas
- Transferring Your Learning From The Workshop Back To The Job
- Developed An Action Plan For Becoming A Situational Leader
- Practice...practice...practice

## **Who Should Attend**

Individuals in leadership roles, including executives, managers at all levels, project managers, team leaders and supervisors.

## **Special Feature**

**BONUS:** Post Seminar Support (App and Online Support). Get the SLII ® challenge and comprehensive tools to help you implement your learning for one year.

## **Schedule**

- [2] days - \$2,195 Non Members
- [2] days - \$1,995 AMA Members
- [2] days - \$1,889 GSA

## **Credits**

12 PDCs/1.2 CEU

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