

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/2207

What Got You Here Won't Get You There

Developed with Marshall Goldsmith based on his bestselling book

You've been successful up until now—but can you redefine yourself for continued success in the future?

Is something robbing you of your future success? Your talents, skills and accomplishments got you where you are today. But some of these behaviors could actually be holding you back now, and in ways you don't expect. Even if your goals have stayed the same, the world of business hasn't. Will you still be able to accomplish what you want in the future? And with the fierce competition for jobs, will decision-makers continue to see you as the best person for the evolving responsibilities of the job you're doing today?

This powerful, solutions-based, interactive program is based on Marshall Goldsmith's international bestseller *What Got You Here Won't Get You There*. You'll gain skills, insights and practical techniques to help you pinpoint key factors that may keep you from getting your next job—or even hanging on to this one. You'll experience *Feedforward*®, Marshall's proprietary tool to get the specific, objective look at yourself you may not be getting from the people around you, and receive balanced feedback to help you change counterproductive habits. You'll also develop an action plan to help you achieve both your professional and personal goals—while still maintaining your own unique style.

How You Will Benefit

- Recognize why you may need to change the way you approach things to accelerate your success
- Learn 20 habits that often hold leaders back from attaining the success and satisfaction they want
- Assess the use of the 20 habits in your personal leadership style
- Understand the greater importance of interpersonal skills in leadership
- Use the *Feedforward*® process to get objective feedback from fellow seminar attendees guided by our expert faculty
- Create a developmental action plan that involves your peers and includes a plan for ongoing follow-up

What You Will Cover

Being Responsible for Your Own Success and Changing Your Leadership Behaviors

- Reflecting on personal motivation in self-examination and professional growth
- Identifying the behaviors that contribute to your being successful in your career
- Recognizing when responsibility is inside or outside your control
- The role external factors play and how to leverage them in your achievements

Identifying Obstacles to Achieving the Next Level of Leadership Development

- Recognizing how the workplace has changed and the implications for success as a leader
- Describing the importance of interpersonal skills in a leader's success
- Explaining how our own beliefs and past success can be a barrier to advancement

Assessing and Addressing Your Personal Usage of the 20 Habits

- Exploring the most frequently used habits and the impact it can have on your interpersonal effectiveness
- Collecting ideas, approaches or techniques from others that support your development
- Explaining the seven methods that will increase your effectiveness as a leader
- Learning the principles and process of *Feedforward*© and how it can contribute to your success as a leader
- Developing the skills and techniques to effectively apologize
- Building a learning group for ongoing support after the workshop

Building a Personal Action Plan Using Course Insights, Tools and Techniques

- Selecting one interpersonal behavior (habit) that you're committed to changing
- Implementing the process of *Feedforward*© to collect ideas for making the change
- Developing an action plan that includes at least one action you received in the *Feedforward*© process

Practice skills: Getting Ongoing Follow-up and Support

- Creating your personal advertising campaign to ensure that people know what you are working on
- Learning and practicing the value of thanking people for their efforts and input
- Explaining the value of follow-through and identifying obstacles that prevent us from following up with people
- Developing a plan for ongoing support and writing a learning contract
- Developing a plan for creating a support team back at work

Who Should Attend

Middle and senior managers who want to preemptively fix behaviors before they hold them back.

Schedule

- [2] days - \$2,445 Non Members
- [2] days - \$2,195 AMA Members
- [2] days - \$2,079 GSA

Credits

1.2 CEU

Need help? Contact 1-877-566-9441 or visit www.amanet.org/2207