

American Management Association's Leadership Development for Women

Learning Objectives

- Describe Collaborative Competition and How to Apply This Mindset to Lead with Confidence
- Identify Opportunities to Take Smart Risks for Increased Competitive Advantage
- Explain the Advantages of Pacing Partners to Become More Organizationally Savvy, Build a Strategic Network, and Expand Your Visibility

Developing a Collaborative Competition Mindset

- Distinguish Between Male and Female Views of Competition
- Explain How Perfectionism Inhibits Competition
- Describe How Female Qualities Can Be an Asset in Leadership
- Define a Collaborative Competition Mindset

Defining a Smart Risk-Taking and Resilience Brand

- Describe Why Smart Career Risk Taking Is Critical for Your Brand
- Describe the Four Performance Zones: Blah, Comfort, Stretch, and Yikes
- Explain the Purpose of Getting Comfortable in the Stretch Zone
- Identify a Practical Approach to Taking Smart Risks
- Explain the Importance of Having a Resilient Mindset

Acting with Organizational Savvy

- Apply Strategies to Create a Savvy Organizational Role
- Describe Methods to Overcome Negative Labels That Can Limit Leadership
- Identify and Use “Organizational Savvy” Strategic Tactics to Promote Leader Brand

Build a Strategic Network

- Identify the Reasons Why a Strong Strategic Leadership Network Is Important
- Create an Action Plan to Develop an Ideal Leadership Network

Collaborating with Hypercompetitive Colleagues

- Distinguish Between Different Types of Hypercompetitive Colleagues
- Explain the Beliefs of Having Competent Yet Unlikeable Colleagues or Those with Whom You Have Low Trust
- Describe Strategies and Tactics for Dealing with Challenging Colleagues

Building Relationships with Pacing Partners

- Define the Four Levels of Pacing Partners
- Describe How to Form Friendly Competitors and Challengers and Overcome Common Pitfalls
- Build Pacing Partner Relationships