

Management – Leveraging Yourself



Behavioural Training

PARTNER OF



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Audience

Departmental managers, high potential unit or project managers, executives willing to renew their leadership style

What makes a great manager? It is probably one of the most frequently asked questions in organizations. A typical response from executives is "I know one when I see one", but research indicates four specific areas:

- Lead and Influence
- Delegate and Coach
- Execute
- Innovate and Learn

Successful implementation of those skills demands not only self mastery but real insight into what causes others to behave and interact the way they do. It requires an Emotional Intelligent Leader.

The Krauthammer way

Leveraging Yourself is a Krauthammer programme specifically designed to help managers assess and develop those crucial skills. By taking participants from insight to practice, *Leveraging Yourself* rightfully represents the most impactful open development programme in Greece.

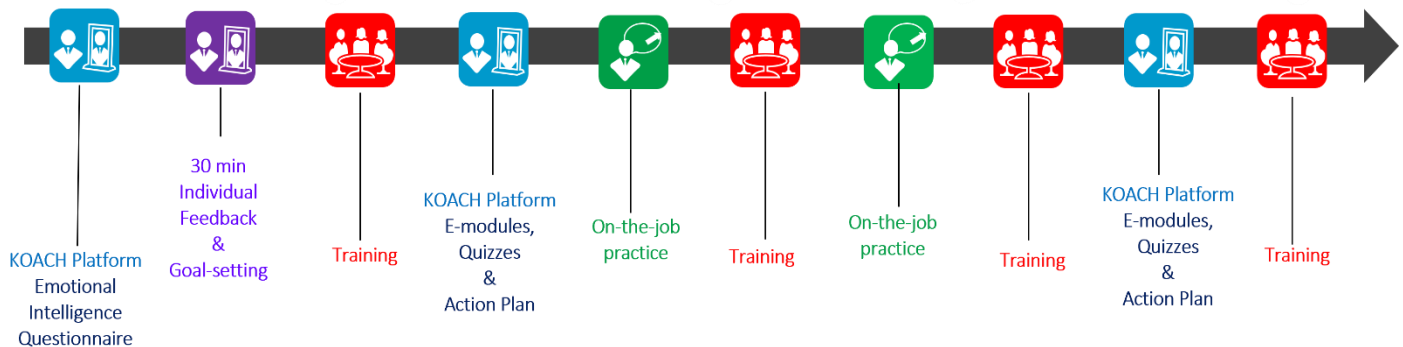
We apply the **Krauthammer methodology** in a time span of 2 months:

Synchronous learning:

1. Measuring starting point
2. Individualized feedback
3. Group Instruction
4. Group Discussions
5. Role Plays & One Minute Cases
6. Feedback from the Group
7. Action Plan & Stretch Activities

Asynchronous learning:

1. Study material on platform
2. Application on the job
3. Report on the Application



Content

DAY 1: Lead and Influence

- Presenting to the group: who am I?
- The fundamentals of **influencing**
- The **Emotional Intelligent** Leader: how to un-learn in order to influence
- **Change management** and the **Inclusive** Leader: how to manage different emotional reactions of employees
- Personalized **motivation** and empowerment in **Remote** management
- Fixing concrete and realistic **objectives**

DAY 2: Delegate and Coach

- ROMA: TPs report on their **Application**
- Active listening: the key attitudes to help self-expression and improve mutual understanding
- Core tenets of our **coaching** role and mentality
- Feedback: the breakfast of Champions
- **Performance** dialogues: helping people evolve
- Dealing with low performers / over-performers
- Praise: a process of consideration and respect as well as one of motivation

DAY 3: Execute

- ROMA: TPs Report on their **Application**
- Mastering limbic reactions: being flexible **under pressure**
- How to respond effectively to the emotional side of relationships
- **Communicating** a **difficult decision** and managing the reactions
- **Saying 'No'**: how to adopt and maintain a firm stance
- **Escalating...** to perform

DAY 4: Innovate and Learn

- ROMA: TPs Report on their **Application**
- **Conflict** management: from mutual agreement to arbitration, how to 'come out on top'
- **Negotiation**: the fundamentals attitudes for a win-win solution both internally & externally
- The realignment session: helping individuals live up to company's **values**
- Venturing **initiatives**: how to champion an idea

Our approach to personal and leadership development is to start from the inside out. High Emotional Intelligence leads to effective leadership behaviour, which creates a positive organizational climate, that produces business results.

Benefits

For the Participant:

1. Learn in a safe environment
2. Transfer at work and ongoing support
3. Lay foundations for ongoing personal growth

For the Company:

1. Benefit from input of participants from other companies
2. Test the Krauthammer methodology and long-lasting impact
3. Start building an in-house development apparatus or learning journey

Practical Information

The Companies

HRP is a consulting company founded in 2001. It specializes in assessing and developing leaders, managers, and experts. Find out more about us on: <https://hrp.gr>



Founded in 1971 Krauthammer has evolved to a network organization with global reach. By training every Krauthammer consultant twice a year in the Krauthammer method at the Krauthammer Academy, Krauthammer offers programs internationally with an unprecedented degree of consistency. <https://www.krauthammer.com/>

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Place & Time

Contact HRP for more information

Your Investment

Contact HRP for more information