

# **American Management Association's Achieving Leadership Success Through People**

## ***Learning Objectives***

- Define Leadership and the Measures of Leadership Success
- Exhibit the Skills of the PEOPLE Path to Achieving Leadership Success: Demonstrate Professionalism and Empathy; Lead with Optimism; Create Partnerships; Demonstrate Loyalty and Earn Loyal Followership; Empower Yourself and Others
- Describe the Benefits of the PEOPLE Path to Successful Leadership
- Identify Ways to Develop PEOPLE Skills

## ***Professionalism***

### ***Achieving Leadership Success Through Professionalism***

- Define Professionalism
- Describe Its Importance to Successful Leadership
- Describe and Demonstrate Five Components of Professionalism
- Assess Your Personal Level of Professionalism
- Identify Ways to Demonstrate Professionalism at Work

## ***Empathy***

### ***Achieving Leadership Success Through Empathy***

- Define Empathy
- Describe Its Importance to Successful Leadership
- Describe and Demonstrate Three Components of Empathy
- Explain How Relational Listening Helps Develop Empathy
- Describe How Considering Different Personality Types Relates to Empathy
- Identify Ways to Demonstrate Empathy at Work

## ***Optimism***

### ***Achieving Leadership Success Through Optimism***

- Define Optimism
- Describe Its Importance to Successful Leadership
- Describe and Demonstrate Four Dimensions of Optimism
- Identify Situations in Which Optimism Is or Is Not Appropriate
- Describe and Demonstrate Resilience
- Identify Ways to Demonstrate Optimism at Work

## ***Partnership***

### ***Achieving Leadership Success Through Partnership***

- Define Partnership
- Describe Its Importance to Successful Leadership
- Describe and Demonstrate Partnering Techniques to Create Synergy and Handle Conflict
- Assess Your Tendencies and Preferences in Partnering with Others
- Identify Ways to Create Partnerships at Work

## ***Loyalty***

### ***Achieving Leadership Success Through Loyalty***

- Define Loyalty
- Describe Its Importance to Successful Leadership
- Describe Five Ways to Demonstrate Loyalty
- Describe Four Steps to Earning Loyal Followership
- Identify Ways to Demonstrate Loyalty and Earn Loyal Followership at Work

## ***Empowerment***

### ***Achieving Leadership Success Through Empowerment***

- Describe Empowerment
- Describe Its Importance to Successful Leadership
- Describe and Demonstrate Skills for Being an Empowered and Empowering Leader
- Identify Ways to Be an Empowered and Empowering Leader at Work