American Management Association's
Leadership and Team Development for Managerial Success

Course Objectives

- Define Key Aspects of Leadership and Teams That Are Used Throughout the Course with Particular Emphasis on the Importance of Leadership Behavior.
- Assess Your Performance in our Current Leadership Position.
- Describe the Importance of Vision and Align the Team's Vision for Maximum Adaptability.
- Describe the Characteristics of Effective Teams and Develop the Skills to Facilitate Effective Teams
- Diagnose and Apply the Most Effective Leadership Style.
- Develop the Keys to a Motivated Workforce Using Appropriate Intrinsic and Extrinsic Motivators.
- Prepare For and Apply Appropriate Techniques to Coaching Situations

Reflections on Leadership

- Define Key Aspects of Leadership and Teams That Are Used Throughout the
- Course.
- Assess Your Performance in Your Current Leadership Position.
- Look at Generational Differences and How They Affect Leadership.

Visionary Leadership

- Describe the Importance of Vision and Distinguish it From a Mission, Values and Ground Rules.
- Form the Vision of What You Want from the Group You Manage

Building a Team

- Describe the Characteristics of a High-Performance Team.
- Utilize Tools to Help Out at Each Stage of Team Development

Leadership Styles

- Diagnose Your Leadership Style and Apply the Most Effective Leadership Style to a Situation.

- Identify the Most Effective Leadership Style and Conversation Goal for Conducting Team Interactions.

Motivation

- Develop the Keys to a Motivated Workforce Using Appropriate Intrinsic and
- Extrinsic Motivators.
- Identify People's Values to Understand How to Better Manage Them and of Potential Conflict Triggers Before They Ever Even Happen
- Utilize a Commitment Model to Organize Conversations

Coaching

- Contrast Coaching with Feedback, Mentoring and Discipline.
- Introduce a Model for Coaching and Tie in Content from the Rest of the Course.
- Practice Coaching with Scenarios