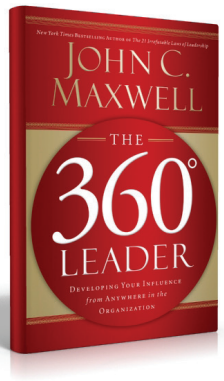
The JOHN MAXWELL Co.

360°

LEADER Workshop

LEARNING TO INFLUENCE FROM ANYWHERE IN THE ORGANIZATION



Regardless of your position in your organization, you can learn to lead. Many think that leadership is a position or title; still others think that leadership is a trait you must be born with. Leadership is influence; nothing more, nothing less. Everyone can learn how to become influential. Based on John C. Maxwell's book The 360° Leader, the course is divided into four modules:

ONE
360 LEADER

We begin this module by discussing the challenges and myths of 360 leadership, as well as strategies to address those challenges. This includes a business case study and application. The practice of effective Self-Leadership is discussed and presented as the foundation for all other types of leadership.

TWO
LEADING UP

Participants identify specific strategies that they can use to lighten their own leader's load to gain influence and foster results. Then, participants are led through an interactive exercise that helps them think through how they can adjust their own behavior to operate within the context of the "rules" of their organization and leader in order to gain more influence. Finally, to equip participants to lead up more effectively, they assess their current relationship with their leaders and discuss ways to develop better relational chemistry.

The JOHN MAXWELL Co.

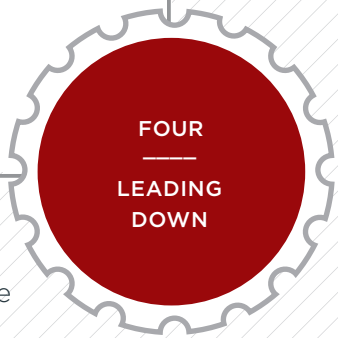
360°

LEADER Workshop

Continued



This module begins by creating a relational matrix to assess peer relationships and identify strategies for increasing influence across the organization. Additionally, as it relates to competition, the abundance mindset is covered to help participants create win-win outcomes. We close the module by developing action plans to better leverage peer relationships to become more influential.



Participants learn tangible ways to maximize their influence with people who report to them. This module will unpack a leadership approach called "The 10 Treatment". We will practice approaching people in a manner that lifts the lid of individual performance. In leading down, the most effective way to be a 360° leader is to give others permission to lead up and find ways to overcome the challenges this often brings. In this section, we will develop strategies for helping our employees through those challenges. We will close the section and the workshop by developing action plans that will help you develop an environment where everyone practices 360° leadership.