



LEADING EDGE CHANGE

Professional Programmes for Peak Performance

HIGH PERFORMING MANAGEMENT

A Leading Edge Change in-house Development Programme

Good managers are the drivers of organisational success, and the demands placed on them are huge. They need to be able to lead, be clear on outcomes and how to deliver results, inspire their staff and delegate to them, and build relationships to carry achievements forward.

Managers also need the confidence to know what information they need, to move away from the herd, and to trust their own well thought through judgement. They need to be able to handle personal and professional setbacks and cope with the stresses of their position.

This development programme combines the principles of good management with key personal and practical skills to give your managers the edge and your business faster and more effective results.

KEY FEATURES

- ◆ **Leadership and management**
 - What are they?
 - The importance of ownership
 - Self motivation, inspiring and motivating others
- ◆ **Managing for results**
 - How to be clear on desired outcomes, identifying and dealing with potential blockages
 - How to identify priorities and keep focus on them
 - Increasing self motivation with visualisation, modelling and clear targets
- ◆ **Building winning relationships**
 - Winning trust through personal integrity
 - Rapport building, empathy and harmonious relationships
 - Identification of important and supportive networks
- ◆ **Building winning relationships**
 - How to build win-win relationships to move towards goals faster
 - Understanding your customers, external and internal
 - Vital questioning techniques to understand people's needs and wants
- ◆ **Increasing personal effectiveness**
 - The advantages of flexibility
 - How to get into an empowered and productive state
 - Reframing of setbacks to keep you moving forwards
 - How to communicate with and present to any size of audience
 - Effective techniques to prioritise and manage workload

These focussed development programmes allow us to work closely with your selected employees to deliver more skill enhancements faster.

LEADING EDGE CHANGE is committed to helping business achieve its potential in an ethical and sustainable way.

We all know that business outcomes are a direct result of the activities of the people working on them. To make a real difference people need three things:

1. Motivation
2. To think in ways that allow new distinctions to emerge
3. To be able to build the relationships needed to get the desired results

Combining all the proven benefits of NLP techniques with our extensive business and training experience, our performance training programmes will promote development in all three areas. Furthermore, as learning works best when all senses are engaged, our training challenges participants to engage fully. All workshops and programmes involve practical, interactive experience to make them fun and accelerate easy learning.

Our workshops, development programmes and training courses are available at a timing, length and price to suit your needs. We will run courses and programmes individually or as a package as required.

Other services:

Our **Personal Executive Coaching** provides confidential one-on-one coaching for directors and senior management, helping them find their own special talents to make the changes that take business forward.

Our **Strategic Coaching** helps a board or management team define their overall business goals and desired outcomes, development the strategy, build and test the business case and business plan and implementation planning and delivery.

To book this workshop or to find out more about our training, consulting and executive coaching contact Patricia Scott at:

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