



S A G E
PROSPERITY PARTNERS

TRANSFORMING MULTIDIMENSIONAL CULTURES

12 ESSENTIAL LEADERSHIP TRAITS

DESIGNED FOR

ascending
MANAGERS

12 ESSENTIAL LEADERSHIP TRAITS

DESIGNED TO BRING THE ASCENDING MANAGER TO THE NEXT LEVEL OF SUCCESS

This program works with a 10-12 person mastermind group where managers garner intellectual leadership concepts, test these concepts immediately through facilitator led exercises, and apply the concepts to real-time workplace challenges.

Assimilating and perfecting the usage of these 12 Leadership Traits into your leadership style will prepare you well to participate in our next level of Leadership activity, more commonly known as our Consciousness Curriculum, which we have designed for the most senior levels of your organization.

COURSES INCLUDE:

01 TRUST

In business, the core of any successful team revolves around the Trust in their Leader's ability to project Integrity, Competence and Compassion. Without Trust there is no team, but simply a collection of individual contributors, inconsistently producing output without cohesion or foundation.

02 VISION

Every Leader, to be effective, must have a Vision that is clear and compelling. Vision translates into a reality a Team can rally behind, believe in and be passionate about. Vision without execution is failure. Posting a Vision Statement is simple; however, the ones who live it truly exceed their Vision time and time again.

03 EFFECTIVE COMMUNICATION

Contemplation and feedback are two key components in effective communication. Learning how to give and receive feedback constructively plays a big role in leading teams and motivating workforce. Working with small, trusted groups sets the stage for effectively reaching out to the masses.

04 ENGAGEMENT

Creating an atmosphere where people feel personalized attention from the Leader evokes caring and appreciation, and encourages interaction on all levels. This kind of engagement welcomes innovation and team members are motivated to go the extra mile.

05 LEADERSHIP ROLES

There are five styles of leadership tendencies: the Technician, the Manager, the Trailblazer, the Architect and the Coach. Each play a vital role in making the team function at its highest capacity. The most successful Leaders empower rather than control, and understand their own tendencies for leadership proficiency.

06 TEAMWORK

A well-developed and high-performing group must have a purpose, understand why the team exists, follow a solid structure and attain a synergy in order for the team members to relate to one another. Generosity and flexibility make the best teams and produce the greatest success.

07 EMOTIONAL INTELLIGENCE

Today's leaders need a high degree of EI. In fact, it is purported that EI is more important than a high IQ. A Leader's ability to be self-aware with affirming intent, empathy and the ability to motivate will assure a well-prepared leader. Achieving a high degree of EI will lead to greater wisdom and acceptability by all.

08 POWER OF PERSUASION

A good Leader must possess the ability to Persuade. This process for leading others to a shared solution and desired action is essential for teamwork success. To persuade rather than direct involves a team in the decision making process positively while the Leader guides the team towards the intended result.

09 ORGANIZATIONAL TRANSFORMATION

Every organization over its life cycle emerges, stabilizes and hopefully matures into high performance. Many organizations fail to get past the emerging stage and descend into chaos. The ones who accelerate into stability survive but fail to thrive. Achieving high performance is known as, "The Best place to Work".

10 RESOLVING CONFLICT

Through conflict comes positive change. Getting there, however, is a journey. Conflict, if untreated, grows with wild abandon, but leaders who tackle conflict and do not avoid it receive the benefits of organizational bravery. Those who seek rather than avoid prosper.

11 DIVERSITY

A good Leader must be inclusive and value all, regardless of color, intellect, talent or age. A diverse workplace must reflect a diverse customer base, as it will reflect the values and customs shared within that customer base as well as all future customers. It promotes community, respect, and understanding at a deeper level.

12 LEVERAGING TIME

Time is a Leader's most precious commodity. The way a Leader executes their daily routine, separating the urgent from the non-urgent, determines their effectiveness. Many Leaders fall into the trap of "get ready and stop" mode, forgetting that the whole team is greater than the individual.

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