



The Leadership Experience for Associations

LeaderPoint offers **The Leadership Experience** in partnership with selected associations, as a membership benefit and non-dues revenue stream for the association. The Leadership Experience is a 3½-day session that focuses on leadership skills that achieve business results.

The Leadership Experience benefits professionals at all levels of management - from managers who run functional areas, projects or departments to specialists who manage people or projects in dynamic or changing environments. The course helps participants build cooperation, and achieve greater results through others. They learn to manage more effectively.

The session includes three primary components:

- An experiential business simulation
- Facilitator intervention and coaching
- Interactive presentation of key management and leadership concepts and tools

In the business simulation, participants work in small groups, assuming senior management roles for a simulated business. Their management decisions are periodically input into a computer program, which determines the consequences of their decisions and the impact on their businesses' performance and competitive situation.

The participants encounter many opportunities to reflect and learn throughout their experience. In this program participants focus on leading people using new skills and abilities.

They learn to communicate a clear vision, and to grow their direct reports by creating bigger jobs with more significant accountability.

Upon completion of THE LEADERSHIP EXPERIENCE, participants are able to:

- Build cooperation among people
- Diagnose and correct dysfunctional group dynamics
- Bring people together to seize opportunity
- Formulate policies which allow others to take responsibility for significant results
- Develop a strategic plan and formulate tactics
- Intervene when required results are not achieved
- Focus individual development in specific areas

Features and Benefits

- Strengthens the ability to manage implementation and lead people to achieve measurable business results
- Challenges participants' preconceived notions about management and leadership, leading to key learning
- Incorporates preparatory interviews and session customization
- Gives participants a follow-up assignment designed to increase their effectiveness in their current position in the immediate future
- Dates and locations to be determined by the association

For more information about Leaderpoint, please visit www.leaderpoint.biz or contact us at 913-384-3212.

Competitive Advantage through People®

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