



LeaderPoint's Unique Approach to Leadership Development

The Science of Leadership

We believe that management and leadership are sciences, and should be studied with the same rigor and discipline found in other sciences. The mindsets that lead to success in other areas of specialization do not automatically lead to effectiveness in management and leadership.

While others in the development community concentrate on personal and specialist skills development, LeaderPoint's sessions focus clearly on management performance. Course participants do real managerial work, and they receive timely performance feedback and critical educational content as they do that work.

The result is a learning environment that focuses on developing the specific **management and leadership skills that lead to improved business results.**

The Management Mindset

Exceptional leaders and managers have a fundamentally different way of thinking about business challenges and opportunities. They exercise specific skills at specific times, bringing people together to accomplish great things.

These acts of leadership and management are not random; they are planned. They are the product of focused thought — thought that derives from a specific set of knowledge, values and beliefs. We call this mental framework the professional management mindset.

Through decades of research and practical application, LeaderPoint has determined a way for professionals to gain hands-on management experience, practice the skills of leadership and management, and develop the mental framework for utilizing these skills in professional settings.

Intense Learning

Imagine being able to capture the key "learning moments" of the world's most effective senior managers and leaders — those points in time when they made great leaps forward in their understanding of their unique roles.

Now, integrate and condense those learning moments into an experiential learning environment. Provide critical content and performance feedback precisely when participants need it.

Finally, offer a functional tool that will serve as a guide in applying the newly acquired skills in each participant's professional setting — a tool that has been proven to help eliminate vagueness and abstraction from management and leadership contexts.

The result is an intensely powerful management and leadership development experience.

The LeaderPoint Difference

LeaderPoint sessions are focused specifically on performance relevant to management.

We deal with issues that are rarely addressed, but are high determinants of success.

Participants learn by doing management work in a realistic environment.

We expect and address individual challenges and progress.

Participants take away tools for applying what they learn to their work every day.

LeaderPoint sessions are about improved business results.

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