

# LEADERSHIP

Modular Series™



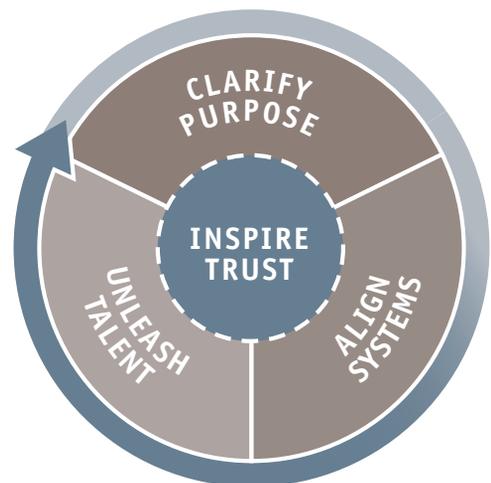
## Are your leaders prepared to lead in today's environment?

In the world of work today, the source of highest value is the creative engagement of the whole person: body, heart, mind, and spirit. As a result, today's leaders should focus their finest efforts on creating conditions that enable their talent to contribute their very best, time and time again.

Today's leaders need the mindset, skillset, and toolset necessary to unleash the highest talent and capability of their people against the organization's most important priorities. These are found within *The 4 Imperatives of Great Leaders*®, and enable leaders to make a distinctive contribution, engage employees, earn the benefits that come from loyal customers, and to achieve sustained superior performance.

These leaders:

1. **Inspire Trust** and build credibility so people trust them with their highest efforts. Their character and competence are demonstrated through specific behaviors that create trust and result in increased speed and lower costs.
2. **Clarify Purpose** and define and articulate a clear and compelling definition of the unique "job to be done" by their team(s). This helps people to meaningfully engage and volunteer their very best efforts linked to the true purpose of their team.
3. **Align Systems** that make it easy for team members to achieve results and to do their best work independent of the leader.
4. **Unleash Talent** and create a culture that releases the highest contributions of people. They do so through three conversations that transform potential into performance. First, *Voice Conversations* that affirm the worth and potential of their talent by helping them identify their unique talents and potential contributions. Second, *Performance Conversations* that translate talent into the job to be done accompanied by clear shared expectations and accountability. Third, *Clear the Path Conversations* so the leader and the team member can be successful.



“The call and need of a new era is for greatness. Tapping into the higher reaches of human genius and motivation requires leaders to have a new mind-set, a new skill-set, and a new tool-set.”

—Dr. Stephen R. Covey

# Focus on Specific Leadership Skills and Competencies With the Leadership Modular Series

## The 4 Imperatives of Great Leaders®

A three-hour overview of the 4 Imperatives framework. This module also includes the Leadership Quotient assessment. Participants will:

- Learn how to leverage the knowledge that exists in their team.
- View team members as “whole people,” with unique talents and contributions to be made.
- Understand *The 4 Imperatives of Great Leaders* and how they fully engage talent to achieve sustainable results.

## Inspiring Trust®

A four-hour module to help leaders understand the connection between trust and business results. Participants will:

- Learn the behaviors that build trust.
- Increase influence through greater trust and trustworthiness.
- Learn how to build, restore, extend, and maintain trust with key stakeholders.

## Clarifying Your Team’s Purpose and Strategy®

A four-hour module to help leaders connect the purpose of their team to the mission, vision, values, and strategy of the organization. Participants will:

- Clearly understand and articulate the “job” their team is hired to achieve.
- Connect the team’s work to the economic drivers of the organization.
- Articulate a shared purpose and vision statement.

## Building Process Excellence®

A four-hour module to help leaders create processes that ensure ongoing success. Participants will:

- Identify the core processes through which their work is accomplished.
- Create a means for improving the predictability of results.
- Use tools to maximize work processes.

## Unleashing Talent®

A four-hour module to help leaders tap into the unique talents and contribution of each member of the team. Participants will:

- Learn how to help team members define their unique contribution.
- Learn three “leadership conversations” to clarify performance expectations, apply specific talents to key objectives, and “clear the path” toward progress.

## Leading Across Generations®

A four-hour module to help leaders understand the differences between multiple generations in the workplace. Participants will learn how to:

- Foster effective communication across different generations.
- Improve the quality of results by leveraging the unique strengths of each generation.
- Reduce conflicts by coaching team members to work effectively with co-workers from other generations.

Each module includes a rich set of materials:

- Participant guidebook
- Participant DVD (including a select video from the work session)
- Tools CD
- 21-Day Challenge (implementation handbook)

The *Leadership Modular Series* can be delivered by a FranklinCovey consultant, or you can certify to teach live or live online.

For more information about FranklinCovey’s *Leadership Modular Series*, contact your client partner or call 1-888-705-1776 for help finding a client partner in your area.