

Authentic leadership stems from personal vision and values, combined with individual style and strengths, and relies upon clear self-knowledge. The more self-aware you are, the clearer you are about your motivations and expectations of others, the more effective your decisions will be.

Leadership in business is also a team effort – to meet your objectives, you must motivate every team member whilst leading by example.

This practical coaching programme will help you explore and develop the extensive business skills required to realise your leadership potential. An introductory session with your coach enables you to determine:

- **Your needs** (*and the related needs of your team and organisation*)
- **Your preferred learning style and pace**

Once an approach has been agreed, your coach will explore the specific issues you wish to tackle during the programme. For example:

- Achieving clarity and consensus regarding strategic business objectives and how to achieve them
- Using psychometric and 360° feedback to identify your management and communication style – and improve performance by adapting your style to meet the needs of others – team members, colleagues and superiors
- Tackling live issues as they arise – learning to translate theory into practice and implement best practice in real situations
- Building strong working relationships - communicating successfully with internal and external contacts at every level
- Leading and motivating your team – building a team from individuals – understanding team dynamics and how to establish team roles and goals
- Organising time and priorities for yourself and your team - establish effective performance indicators and achievable targets
- Developing a framework to train/coach your team for maximum performance – analyse performance problems and coach team members to overcome them
- Focusing on specific issues related to your core purpose: e.g. sales, development, operations, strategy, marketing etc
- Understanding the financial side of management – using your company's budgeting process, financial accounts and contributing to them profitably.

With this information, your coach will then devise a tailored programme and agree a schedule. This approach allows for greater flexibility, e.g. to tackle real issues and situations as they arise. In addition to the scheduled one-to-one coaching sessions, your coach may also offer guidance by phone or email as appropriate.

Contact us now on **01481 728248** or **contact@select-training.co.uk** – and let us help you realise your potential.