

Over 12 Million People Worldwide Use This Model

A NEW LOOK AT A CLASSIC LEADERSHIP PROGRAM – Proven, Practical, Thoroughly Updated To Meet Today's Business Challenges And Benefits Today's Leaders

Situational Leadership®



**A TWO-DAY WORKSHOP
MARCH 19 & 20, 2007
SINGAPORE**

DESCRIPTION

SITUATIONAL LEADERSHIP®: THE CORE is named to represent the center, a foundation, or nucleus, from which leaders can derive proper action. The Situational Leadership® Model is an essential tool for assessing the dynamics of the workplace and helping leaders respond in the most effective manner.

Today's workplace is characterized by the constant ebb and flow of change. Now, more than ever, responsive leadership is a critical factor in organizational success. To be effective, leaders need to adapt their style to fit a broad range of business and employee situations. This program shows how to do it.

Situational Leadership®: The Core offers a new look at a classic leadership program. It is proven, practical, and has been thoroughly updated to meet today's business challenges and benefit today's leaders.

The Situational Leadership® Model prescribes a behavior pattern that influences productivity and matches people and tasks. It is based on the varying amounts of direction and support leaders must provide to meet the performance coaching needs of their followers.

ALSO AVAILABLE

- **In-Company Workshop**
- **Program License And Certification**
The next Certification (TTT) Workshop is from March 19 to 23, 2007

TWO-DAY WORKSHOP OUTLINE

- **Introduction**
Why Leadership?
Leadership Input → Performance Output
Key Performance Areas
Leadership And Management
Success And Effectiveness
- **Influencing The Performance Of Others**
The Process Of Influence
Leadership And Power
Diagnose → Adapt → Communicate
- **Surfacing The Real Task**
- **Leadership Self-Assessment**
- **Assessing Criteria For Performance**
Performance Readiness
Ability And Willingness
Readiness Hints
Determining Readiness Levels
Four Readiness Levels
- **Leader Behavior**
Leadership Styles
Task And Relationship Behaviors
Four Leadership Styles
- **The Situational Leadership® Model**
Matching Readiness Levels And Leadership Styles
- **Feedback On Your Leadership Style**
Primary And Secondary Styles
Leadership Style Profiles
Style Adaptability And Effectiveness
Over-Leading And Under-Leading
Feedback And Disclosure
- **Leader As Catalyst**
The Regressive Cycle
The Development Cycle
- **After Planning**
- **Situational Leadership® Simulation**

LEAD PROFILING & LEADERSHIP MODEL



DURING THE WORKSHOP participants will receive feedback and analysis of their leadership profile through our LEAD profiling. They will also receive an application model for leadership instead of just learning theories.

PARTICIPANT MATERIALS

EACH PARTICIPANT WILL receive:

- Participant Guide
- Participant Binder
- LEAD Self Instrument
- LEAD Directions Instrument
- Situational Leadership® Color Model 8.5" x 11" Card
- Situational Leadership® Color Model Laminated Wallet Card
- Check Book Reference Guide
- Certificate of Accomplishment

SITUATIONAL LEADERSHIP®: THE CORE

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WORKSHOP LEADER



TAN JOO SEET brings with him over 30 years of business, management and consulting experience; and has worked in 26 countries in Asia-Pacific, Europe and North America. During his 20 over years in training and consulting he has worked with more than 400 clients. He is a frequent speaker at professional and business conferences, and writes regularly. Over 30 of his articles have been published. He was featured in the television program *Money Matters*, and co-hosted the radio series *Working Matters*.

After completing his tertiary education in engineering, Joo Seet did the Master of Management, the Graduate Diploma in Personnel Management, and the Advanced Diploma in International Marketing. He is a Certified Business Planning Consultant and a Chartered Marketer.

In addition to his training and consulting experience, Joo Seet has held regional management positions in human resources, sales and marketing, business development and general management in telecommunication, aviation, manufacturing, medical systems and computers.

Joo Seet is the Area Partner & Managing Director of Center for Leadership Studies (Asia) Pte Ltd.

CENTER FOR LEADERSHIP STUDIES

THE CENTER FOR LEADERSHIP STUDIES was established in the mid 1960's by Dr Paul Hersey. Dr Hersey's pivotal research around influence and behavior led to the development of the Situational Leadership® Model. Over the last four decades, this model has become the basis of the most prevalent leadership system in the world.

Thousands of top organizations use Situational Leadership® training programs to enhance performance and develop positive work environments. Well over ten million people around the world have experienced Situational Leadership® training with the Center for Leadership Studies. The skills they learn help them grow more successful as managers, supervisors, coaches, team leaders and individual contributors.

These same concepts are also effectively applied to selling, customer service, parenting, and wherever influence skills make a difference. The Center for Leadership Studies offers a variety of products and services that range from self and peer assessments and 360° feedback to training programs.

ADMINISTRATIVE DETAILS

Date : March 19 & 20, 2007
Time : 9.00 am – 5.00 pm
Fee : S\$895.00 per participant
Venue : Hotel Phoenix
277 Orchard Road
Singapore 238858
Closing Date : February 26, 2007

Registration and Payment: Registrations may be made by e-mail or fax. All cheques should be crossed and made payable to Center for Leadership Studies (Asia) Pte Ltd.

Refund of Fees: Full refund of course fee will be given if written notice of withdrawal is received not less than three weeks before commencement of the workshop. If no such written notice is received, the full course fee will remain payable.

Cancellation/Postponement: Center for Leadership Studies (Asia) Pte Ltd. reserves the right to cancel or postpone the workshop due to any unforeseen circumstances.

REGISTRATION

Mr/Mrs/Ms/Mdm/Dr

Job Title

Company

Address

Tel

Fax

E-mail

Enclosed is the cheque no. _____ for S\$895.00 made

payable to Center for Leadership Studies (Asia) Pte Ltd

Contact person if different from participant:

Mr/Mrs/Ms/Mdm/Dr

Job Title

Tel

Fax

E-mail



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