

FOUNDATIONAL LEADERSHIP JOURNEYS FOR

Individual Contributors

Organizations are becoming more agile, the organizational hierarchy is flattening, and individual contributors in the modern workplace wield more influence and accountability within the workplace than ever before. Empower individual contributors in the organization to make transformational contributions to the success of their business unit, and the organization at large.

Key competencies developed

Managing priorities

- Prioritize tasks using the 'Urgent vs. Important' Matrix
- Comprehend Time Management Personas
- Identify methods for effective delegation and empowerment
- Understand the difference between effectiveness and efficiency

Self-awareness

- Explore ways to become more self-aware as a leader
- Identify the different ways of managing your leadership priorities
- Overcome unconscious biases
- Derive personal vision through big picture thinking

Planning & organizing

- Manage project resources optimally
- Deliver to client expectations
- Prioritize tasks to manage time effectively
- Improve productivity to show results

Customer centricity

- Comprehend customer centricity
- Demonstrate customer-centric behaviors
- Identify various types of customers
- Understand Effective Customer Management Strategies

Dealing with Change

- Understand the nature of change and its effect on teams
- Develop your own resilience towards change
- Develop personal strategies to become a change catalyst

Influencing skills

- Understand the dynamics of persuasive communication
- Leverage facts, figures, and information to influence effectively
- Influence team members without using authority
- Lead change using effective influencing skills

Collaboration for Success

- Recognize the significance of seeking collaboration across teams
- Identify the different ways of collaborating with others
- Identify barriers to effective collaboration
- Explore ways to foster effective collaboration amongst team members

Result orientation

- Explain the significance of result orientation
- Analyze and apply the Outcome / Result Based approach
- List the various barriers and challenges to being result oriented
- Uncover the various steps involved in achieving results

PROGRAM DIFFERENTIATORS

- Transform your Individual Contributors with Simulations, Gamification and Cognitive tools
- Measure impact with advanced analytics
- Anytime, anywhere integrated platform with mobile

