

FOUNDATIONAL LEADERSHIP JOURNEYS FOR

Women Leaders

Women form less than one-third of the workforce from middle management onwards, despite being as qualified as their male counterparts. Empower women leaders to lead themselves, lead others and lead the business with KNOLSKAPE's Women Leadership Program. This program is designed to enable women leaders create an executive presence, wade through uncertainty in business, balance the demands of personal and professional responsibilities, innovate, prioritize business needs, and achieve positive results.

Key competencies developed

Persuasion

- Gain agreement from others by directly communicating with them
- Apply the concepts of pushing and pulling when influencing others
- Affect people's behavior in a time-sensitive manner
- Achieve an objective by using techniques to swing others into action

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

Managing Teams

- Identify the highs and lows of team performance
- Develop KPIs to track individual performance of team members
- Identify ways to uncover performance gaps
- Plan interventions to bridge performance gaps

Strategic Thinking

- Understand relationships among the parts of the business model
- Identify hypotheses, assumptions, and risks for the business
- Find ways to add value or reduce cost
- Brainstorm market disruption strategies

Building Trust with Clients

- Understand the importance of building trust with clients
- Understand the business impact caused by lack of trust in workplace relationships
- Learn to foster open dialogue and transparency in conversations
- Build trusting relationships using elements of the trust equation

Business Acumen

- Construct the big picture of your business
- Understand, interpret and analyze financial statements
- Appreciate the inter-connectedness of various business decisions and their impact on financial outcomes
- Apply strategic thinking and execution principles in their individual focus areas

Working Out of Comfort Zone

- Identify who and what sets your comfort zone
- Determine the impact of constantly working out of your comfort zone
- Learn ways in which you can challenge the status quo
- Create a personal drive to excel

Networking Skills

- Appreciate the importance of networking
- Understand the dynamics of communication that are specific to networking
- Use effective follow-up to maintain active contacts and connections
- Create your own personal and professional network

PROGRAM DIFFERENTIATORS

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

