



## THE PLAYBOOK

*In today's world of continuous externally and internally driven change, organisations rely on leaders to execute strong visioning, influencing and employee-engagement skills to keep their teams productive and results-focused. Management was about pushing people to succeed. Leadership is about pulling people along to succeed.*

*This programme is developed from the assumption that an effective leader is someone who can engage people and cause them to perform beyond their own expectations. Too often companies pay large amounts of money for training, but what guarantee do they have that after the facilitator leave's the classroom, that the theory taught in the sessions will actually be implemented by their staff.*

*The Playbook training program addresses this concern with its practical approach and measurable follow through.*

### PROGRAM OBJECTIVES:

At this program's conclusion, participants should be able to:

- Understand how the organisational context determines the type of leadership that is required to produce results with people
- Articulate an empowering future for themselves as leaders
- Develop strategies that make things happen
- Influence people to follow them
- Gain cooperation at every level of the organisation
- Lead a winning team, department or organization
- Empower others to deliver results
- Recognize individual and team success
- Define performance standard and hold people accountable
- Use the Playbook tools provided to continue growing and developing as leaders

### WHO IS IT FOR

The programme is designed to make a difference for anyone, but has particular relevance for people with leadership aspirations or people who are currently in leadership positions and looking to move to the next level.

### ABOUT THE COURSE

- What makes a good leader?
- Understanding the innovation process
- Demonstrating the planning process
- Build a stronger team
- Defining the performance process
- Appraisal systems and the coaching process
- Problem analysis and decision- making
- Implementing the delegation process
- Empowering and motivate your team
- Communicating to lead
- Leading more effective meetings
- Committing to continuous improvement
- How to handle conflict
- Managing you and your teams stress
- Improve time management
- Recognising human potential
- Handling mistakes
- Celebrating success

### ABOUT THE COURSE LEADER

#### Grant Forsyth

*This course will be facilitated by Grant Forsyth who has over 20 years' experience in sales, marketing and management in the corporate world. He holds a BBA degree and an IMM diploma in Marketing Management. He lectures, consults, coaches and has developed and conducted many training courses from small businesses to corporate clients. His success in the training environment is due to his theoretical knowledge of the subject matter, his work experience and his ability to enable students in a fun and informative way. He is passionate about leadership!*



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