



# Building Personal Leadership

Use Your Power to Make Things Happen

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## Course Description

To maximize personal effectiveness in any enterprise, 3 success factors are required: 1) understanding and mastery of **Self**; 2) understanding and motivation of **Others**; 3) developing and executing on **Collaborative Strategies** to achieve personal, team and organizational results. *Building Personal Leadership* will explore all 3 of these essential building blocks of personal leadership, and provide the participant with practical tools, techniques, attitudes and mindsets to maximize their impact.

## Target Audience

Employees in positions of influence, who have no staff or direct reports, but who nevertheless need to enlist the buy-in, cooperation and support of others, within the organization and externally, to get things done. They may be individual contributors and/or potential FUTURE organizational leaders who are responsible TODAY for high performance and results.

## Objectives

Participants will learn to:

- understand, develop and leverage their sources of personal power
- increase their Trustworthiness to generate more Trust
- maintain an appropriate and productive level of pressure on themselves and others
- manage proactively their reputation
- identify opportunities to form alliances with key colleagues and clients
- listen strategically and appreciate others' perspectives
- boost engagement by creating a "creative climate" where everyone feels free/safe to say what is really on their mind
- synergistically problem-solve with colleagues and customers
- disagree constructively, challenge productively and say "no" diplomatically
- turn conflict into collaboration
- decide on and implement their collaborative strategies to get more things done

## Method

A combination of lectures, discussions, and best-practice sharing complemented with personalized exercises, simulations, and case studies. Practice of all new tools and techniques. Each participant will develop and commit to their own "PLS" (Personal Leadership Strategy).

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Duration of the session: 2 days  
Number of participants: 12 maximum  
Working languages: English or French



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