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# LEADERSHIP ELITE

➔ Leadership Development

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WHO SHOULD ATTEND?

**LEADERSHIP ELITE** is designed for experienced managers and leaders who want to sharpen their existing skills, discover new solutions to age-old problems, or who want a jolt of fresh enthusiasm at this point in their careers.

THE HIGHLIGHTS

**LEADERSHIP ELITE** is an exclusive and rich learning experience that analyzes the best-selling book, *First, Break All the Rules*, based on research by the Gallup organization.

Emphasizing the timeless qualities and behaviors of proven leaders, rather than the latest jargon and fads, you will see how your beliefs and practices match up with those of Colin Powell, Jack Welch, Lee Iacocca, Gordon Bethune, Rudolph Guiliani, Sam Walton and Mary Kay.

Using a customer response system as a tool for self-discovery, you will record your individual responses to a series of decision episodes throughout the course. At the end of the program, you'll receive a personal profile portraying your flexibility, and how well you make decisions and apply solutions compared to a proven model for success.



**Substitutions/Cancellations/Reschedules:** Substitutions are free and must be done prior to the start of the class or program. Cancellations or rescheduling must be received in writing and full refunds will be given up to four business days prior to the start of class. Any cancellation or reschedule submitted with three or less business days' notice is subject to a \$35 charge on 1- or 2-day classes, and a \$75 charge on Certificate programs. No refunds after the first day of the class or program.

Wichita State University does not discriminate in its employment practices, educational programs or activities on the basis of age (40 years or older), ancestry, color, disability, gender, gender expression, gender identity, genetic information, marital status, national origin, political affiliation, pregnancy, race, religion, sex, sexual orientation, or status as a veteran. Retaliation against an individual filing or cooperating in a complaint process is also prohibited. Sexual misconduct, relationship violence and stalking are forms of sex discrimination and are prohibited under Title IX of the Education Amendments Act of 1972. Complaints or concerns related to alleged discrimination may be directed to the Director of Equal Opportunity or the Title IX Coordinator, Wichita State University, 1845 Fairmount, Wichita, KS 67260, 316-978-3187



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WICHITA, KS 67260

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## LEADERSHIP ELITE

*Certificate Program*

8 Zoom Sessions • \$2295

Mar. 1-Apr. 26, 2021  
Mondays 8:30-11:30 a.m.

Delivered Live via Zoom

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Leadership Elite is an interactive eight-week program using real-world dilemmas, group exercises and active discussion to empower leaders to increase their individual success and maximize their impact on their organization.

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# LEADERSHIP ELITE

➔ Leadership Development

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**LEADERSHIP ELITE** is designed as an intense learning environment shared by Wichita State University's most distinguished business educator, Dr. Gerald Graham.







**DR. GERALD GRAHAM**

is currently the R. P. Clinton Distinguished Professor of Management and former Dean of the Barton School. He has made management presentations to more than 750,000 participants in 46 states, Canada, Mexico and Slovakia. He also has been the recipient of the Wichita State University Excellence in Teaching Award and the Barton School of Business Teaching Award (multiple times).

Dr. Graham's latest book is titled, *Lead: How Effective Leaders Get Things Done*, is available at: [cmd.wichita.edu](http://cmd.wichita.edu). He has also written four management textbooks, which have been adopted nationally, and numerous research articles. Dr. Graham has written more than 500 columns on leadership that have appeared in newspapers and journals in the United States.

Dr. Graham is a past president of the board of directors of Goodwill Industries of Kansas and a former board member of U. S. Restaurant Properties, Inc., and the United Way of the Plains. Graham has served in several administrative capacities at Wichita State University including Chair of the Administration Department, Director of the Center for Entrepreneurship and Dean of the Barton School of Business.

// THE COURSE //

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# ➔ LEADERSHIP ELITE 8-week curriculum

**Leadership requires a plan.** Through interactive learning using real-world dilemmas, small group exercises, active discussion and networking, Leadership Elite emphasizes practical approaches to the key qualities and essential skills for effective leadership.

## 1 Make the most of your leadership style

- Four leader styles
- Which leader are you more like?
- How adaptable is your style?
- How to determine leader readiness

## 2 How leaders empower employees

- Why metrics are important
- How to use the Q-12 Survey
- Five suggestions for retaining high performers
- Four ways to encourage empowerment

## 3 Increase trust within and between teams

- Do most employees change their core behaviors?
- The four keys to successful leadership
- Four symptoms of lack of trust
- Three principles for increasing trust

## 4 What is the role of talent in teamwork?

- Two common talent myths
- Why you should select for talent
- Why conflict resolution is critical
- Four effective teamwork practices

## 5 Deal with attitudes by focusing on outcomes

- Why outcomes are more important than processes
- Three instances where processes are critical
- Four suggestions for improving outcomes
- Three suggestions for dealing with employee attitudes

## 6 Focus on strengths to improve performance

- How your personality impacts your leadership
- Why strength-building works better than weakness-fixing
- How to identify your strengths
- Why coach stars?
- How to handle marginal performers

## 7 Develop staff for change

- Four career-development cautions
- Three ways to create heroes in every role
- Five common organizational changes
- Four reasons why employees resist some changes
- Three strategies for implementing change
- Five suggestions for handling mandated changes

## 8 Effectively manage performance

- How to evaluate four selection tools
- Four suggestions for checking references
- Five suggestions for improving performance appraisals
- How to use PIP's more effectively

*The Benefits*

Leadership Elite will help you build and maintain a culture that promotes trust, integrity and high performance by:

- Giving you a framework and tools to strengthen your leadership
- Heightening your awareness of blind spots and behaviors that reduce your effectiveness
- Increasing your flexibility to influence people's performance
- Interacting with your professional peers to share and learn from one another
- Providing a risk-free setting to debate, challenge and grow from interaction with a recognized expert

