

LEADERSHIP ELITE

➔ Leadership Development

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, Rudolph Giuliani, Sam Walton and Kendra Scott.

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.

CMD Center for Management Development



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.

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WICHITA STATE UNIVERSITY
W. FRANK BARTON SCHOOL OF BUSINESS



CMD Center for Management Development

1845 FAIRMOUNT
WICHITA, KS 67260

LEADERSHIP ELITE Certificate Program

8 Sessions • \$2295

Sept. 12-Nov. 7, 2023
Tuesdays 9:00 a.m.-12 Noon

Woolsey Hall
Fidelity Bank Ballroom
WSU Campus

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.

LEADERSHIP ELITE

➔ Leadership Development

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



CMD Center for Management Development



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. 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 //
8 Sessions • \$2295
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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 Leadership: what is it?

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

2 How leaders empower subordinates

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

3 Increasing 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



➔ // REGISTER // CMD.WICHITA.EDU/LE // OR CALL // 316-978-3118 Or 1-800-992-6345 //