

High-Performance Leadership

From Control to Empowerment



KENT HUTCHISON

HELPING IMPROVE PRODUCTIVITY & PROFITABILITY
THROUGH EMPLOYEE DEVELOPMENT



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As you prepare to compete in the chaotic and challenging environment of today, there is no greater theme than leadership. In fact, take a moment to think about the word "leadership." What does it mean? What feelings and images does it arouse inside of you?

Leadership is a rich and meaningful word, and it stirs up a sense of idealism, excitement, hope and courage. It is a word that should inspire you to be your best. Leadership is a word that most associate with the finest and most influential among us.

So most believe that the topic of leadership is exciting. Perhaps most interesting is that you know that your organization has great leadership potential among its employees at all levels. Our goal is for you to learn that it is not necessary to change the world or become a household name to become a great leader.

It means that you can be a positive influence to those around you. It also means that you can create an organization founded on the vision of an ideal and that you can create conditions that encourage others to rise above mediocrity and perform at their best. The objective of this program is to understand the foundation principles of leadership and practice them within your work community. It does not matter whether you supervisor or lead a staff of two or a nation of millions; the principles are the same.

What you get out of this program depends more on your desire to become a great leader than upon our ability to teach you what that means. This program is our attempt to distill the topic of leadership to an understandable set of principles and practices that few would challenge or dispute. It is up to you, through self-reflection, to decide how much you want to grow and change in your leadership ability and practices. If you desire, then this program gives you the tools to accomplish that objective.

Known for management, leadership, sales, and high-performance team workshops, all programs offered by the C.J. Baxter Group are *customized* to meet the individual needs of each respective organization. **C.J. Baxter Group** does not use the "off-the-shelf one-size fits all" training approach.

Contact us today to schedule a no-obligation consultation.



A partial list of clients who have turned to us for their customized leadership development needs includes:



Modules / Topics

- Principles of Leadership
- Practices of Empowering Leaders
- The Five Leadership Roles
- Leadership Practices: Self-Assessment
- Personal Productivity
- Fundamentals of High-Performance Teams
- Performance Expectations
- Empowering Others for Success

Program Objectives

- Recognize yourself as a leader
- Understand the practice of empowering leaders
- Commit to lead "from the balcony"
- Find a balance among the 5 Leadership roles
- Improve personal productivity and use of time
- Understand the fundamentals of teams and leadership within a team environment
- Establish clear performance expectations and develop the ability to confront poor performance
- Become a leader who empowers others

Module 1
Principles of Leadership

OBJECTIVES:

- The importance of leadership in achieving long-term organizational success
- The five myths of leadership
- The difference between leadership and management
- The difference between controlling and empowering leadership styles

OUTLINE:

1. Introductions & Expectations
2. Challenge of Business Survival
3. Exercise: Leadership is....
4. Myths of Leadership
5. Management vs. Leadership
6. Two Kinds of Leaders
7. Personal Application & Conclusion

TOTAL TIME: 2 ½ hours

Module 2
Characteristics of HP

OBJECTIVES:

- Empowering leaders have a driving passion for realizing their vision
- Empowering leaders build and sustain trust with their followers
- Empowering leaders unleash the commitment and motivation to their followers
- Empowering leaders are social and organizational architects
- Empowering leaders act from positive beliefs about people and situations

OUTLINE:

1. Overview
2. Vision of Your Organization
3. Practice #2: Trust
4. Practice #3: Unleash the Motivation and Commitment
5. Practice #4: Social and Organizational Architects
6. Practice #5: Acting from Positive Beliefs About People and Situations
7. Selecting Empowering Beliefs
8. Personal Assessment

TOTAL TIME: 2 ½ hours

Module 3
The 5 Leadership Roles

OBJECTIVES:

- The three core elements of team effectiveness
- The five roles of leadership
- The appropriate balance among the five roles
- How to lead "from the balcony"
- How to use a set of diagnostic questions to lead "from the balcony"

OUTLINE:

1. Overview of Program
2. Introduce the Team Model
3. Leadership From the Balcony
4. Future State of your Organization
5. Adding Value From the Balcony
6. Introduce 5 Leadership Roles
7. Application

TOTAL TIME: 2 hours

Module 4
Leadership Assessment

OBJECTIVES:

- Understanding your strengths and weaknesses as a leader
- Assessing yourself in the five leadership roles
- Knowing how others view you in your organization
- Developing personal improvement plans

OUTLINE:

1. Overview
2. Leadership Practices: A Self-Assessment
3. Scoring and Plotting the Survey
4. Assessment Categories
5. Profile Analysis
6. Improvement Planning

TOTAL TIME: 2 ½ hours

Module 5
Personal Productivity

OBJECTIVES:

- How you currently use your time
- The barriers that keep you from managing your time more effectively
- The difference between the important and the urgent and how to schedule time for the important
- To set professional goals to guide your use of time
- A systematic approach to managing daily events

OUTLINE:

1. Pre-work (Complete time log for three days)
2. Overview of Module
3. What is Time Management
4. Are We Running a Fire Department
5. Time Log Evaluations
6. Barriers to Time Management
7. Present Time Management Matrix
8. Personal Application
9. Summary

TOTAL TIME: 2 hours

Module 6
Fundamentals of HP Teams

OBJECTIVES:

- The definition of High-Performance team and how it differs from traditional work groups
- The three element of High-Performance Teams
- Four types of teams
- The stages of team development

OUTLINE:

1. Overview
2. Introduction to Teams
3. High-Performance Teams
4. The Team Model
5. Four Kinds of Teams Stages of Team Development

TOTAL TIME: 2 ½ hours

Module 7
Performance Expectations

OBJECTIVES:

- How you currently use your time
- The barriers that keep you from managing your time more effectively
- The difference between the important and the urgent and how to schedule time for the important
- To set professional goals to guide your use of time
- A systematic approach to managing daily events

OUTLINE:

1. Program Highlights and Objectives
2. Harnessing Harmful Behavior
3. Non-negotiables
4. The Skill
5. Practicing Harnessing
6. Application
7. Review and Conclusion

TOTAL TIME: 3 hours

Module 8
Empowering Others

OBJECTIVES:

- The difference between commitment and compliance
- How leadership changes to create commitment
- The four principles of empowerment
- The elements of empowerment
- A matrix for identifying what people need in order to be empowered
- A dialog to transfer power to others
- A model of situational leadership

OUTLINE:

1. Overview of Module
2. Compliance to Commitment
3. Principles of Empowerment
4. Information Sharing
5. Sharing Responsibility
6. Elements of Empowerment
7. Empowerment Matrix
8. Empowerment Dialogue
9. Situational Leadership
10. Program Summary

TOTAL TIME: 2 ½ hours



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KENT HUTCHISON IS AN ENERGETIC PRESENTER AND KEEPS PARTICIPANTS ENGAGED THROUGH HANDS-ON ACTIVITIES

THIS FIFTH-GENERATION TEXAN, WHO HAS TRAVELED THE WORLD TRAINING FOR BOTH SMALL AND LARGE ORGANIZATIONS, BRINGS HUMOR ALONG WITH ENTHUSIASM AND INTERACTIVE EXPERIENCES TO EVERY TRAINING PROGRAM.

SINCE 1992, KENT HAS FACILITATED EMPLOYEE DEVELOPMENT PROGRAMS AND RETREATS; ALONG WITH MAKING CONFERENCE PRESENTATIONS AND KEYNOTE PRESENTATIONS.

YOU CAN EXPECT AN ENGAGING AND INTERACTIVE PROGRAM FROM KENT HUTCHISON.



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WORKSHOP LEADER ★ FACILITATOR ★ TRAINER



Leadership Is About

VISION

