Women’s Executive Leadership Program Learning Objectives

Key Takeaways
• Reveal women’s unique opportunities for effective leadership
• Identify how to reap greater rewards and personal satisfaction from work
• Utilize women’s unique perspective to solve personal, organizational and global problems
• Diagnose situations to select appropriate individual leadership styles
• Practice successful negotiation tactics
• Discover how to leverage influence to achieve win-win agreements
• Apply tactics for building effective, supportive professional networks
• Describe new tools to achieve balance and cultivate personal fulfillment
• Analyze a current personal career challenge to develop problem solving skills

Session Objectives

Women’s Leadership
• Describe the role and importance power plays in the workplace
• Explain gender differences in attitudes toward power
• Identify typical leadership challenges women experience

Celebrating the Leader Within
• Identify your personal leadership “brand elements”
• Create your purpose, strategy, tactics and foundation as a leader

Leading by Leveraging Culture: The Unique Added Value of Women Leaders in Creating Extraordinary Organizations
• Identify the unique role leaders have in enabling strategy
• Examine the different leadership styles and define your own style
• Discuss common gender differences in leadership

Strengthening Your Voice
• Use techniques to strengthen your voice and command a room
• Identify and use the three circles of energy when speaking
• Examine the importance of the breath to strengthen your voice

Bringing Your Authentic Self to Work
• Describe the importance of authenticity for leaders
• Identify ways to enhance your authenticity as a leader

Power & Leadership in the 21st Century
• Define the impact of both power and powerlessness in the workplace
• Recognize nonverbal language and how it relates to power
• Identify ways to increase your personal power
The Science Behind Work/Life Blend
• Discuss the research on work/life blend
• Apply actionable tips for creating your own work/life blend

Win-Win Negotiations
• Identify typical challenges women face in negotiations
• Diagnose different types of negotiation issues
• Identify ways to create and claim more value in a negotiation
• Practice new skills to improve your own negotiations
• Diagnose your conflict handling style

Power and Influence
• Define how interpersonal style is critical to power and leadership
• Examine the five dimensions of interpersonal style
• Identify techniques to develop your interpersonal style
• Practice influence tactics in a group decision making simulation

Navigating your Social Network
• Recognize how social networks work in business
• Use a Social Capital Questionnaire to identify your personal social capital
• Define the fundamentals of networks and plan how to manage your own network

Men as Allies, Adversaries & Partners: Women’s Leadership from One Man’s Perspective
• Learn from a man’s perspective ways to promote yourself, how to use practical strengths and personal passions, and the power of positivity

Setting off on a Path of Success
• Analyze a video case of a female protagonist negotiating for recognition and reward
• Analyze your personal conflict style and identify ways to increase your effectiveness in conflict situations

*subject to change