

Leadership Fundamentals

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SKILL DEVELOPMENT FOR PEOPLE LEADERS

Addressing the gap between what mid-level managers want from their leadership development experiences and the capabilities that organizations require.

Fifty-eight percent of promoted managers never receive any management training.

Mid-level and front-line leaders carry a lot of responsibility: they drive results through people and provide a window to the rest of the organization for the people they lead. The problem is managers are often promoted for their technical competence, and managing others requires brand new skills. Leadership Fundamentals introduces those skills, as well as opportunities to practice, give and get feedback, and create actionable plans to apply those skills on the job.

<p>1 Start with Self</p>	<p>2 Communication</p>	<p>3 Hard Conversations</p>
<p>4 Team Dynamics</p>	<p>5 Driving Results</p>	<p>6 Change + Growth</p>

Nearly 70% of front-line leaders express interest in developing their leadership skills

Mid-level managers and front-line leaders are highly motivated to grow and learn—especially regarding topics that go beyond what’s been traditionally offered to them.

ADVISA’s Leadership Fundamentals learning experience digs into relevant topics for these people leaders, such as: Self-aware Leadership, Coaching, Conflict + Communication, Building Great Teams + Strengthening Team Performance; Leading Meetings, and Facilitating Change.

Organizations that don’t respond to the interests of this vital segment of their workforce face an uphill battle in retention, employee engagement, and more.

Who it’s for:

Leadership Fundamentals is for front-line supervisors, mid-level managers, as well as leaders of individuals and teams; especially those new to management.

As you consider candidates for this program, think about:

- Someone who has moved into a management role and shows the desire for further leadership development
- Someone recently promoted into their first management role
- Someone who is leading a team that has previously experienced dysfunction or turnover