



WHAT YOU NEED TO LEAD™ (WYN)

New managers or those with limited experience learn to lead and manage employees to obtain commitment, increased productivity, and better results.

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NUTSHELL

WHAT YOU NEED TO LEAD (WYN) is a two-day, learn-by-doing workshop that conveys the skills and techniques of leadership to help new or limited-experienced managers to lead effectively. Participants learn how to adapt their approach or style of managing for working with a diverse workforce. Those who attend bring from their job a real-life management issue or problem they want to resolve. This becomes their focus for learning how to communicate better and conduct more effective one-on-one or team interactions.

They practice these new techniques for managing and motivating, and return to work with an action plan for applying their new skills right away.

BENEFITS AND OUTCOMES

Participants learn effective leadership skills to:

- Gain insights into their own behavior and the behavior of people they work with, by applying Psychological Associates' Dimensional® Model of Behavior™
- Communicate more effectively
- Structure successful meetings to motivate, coach, lead, and inspire others to achieve business goals
- Obtain committed performance from others
- Resolve conflicts or other difficult issues.

HOW IT WORKS

WYN uses participative learning to involve participants in not only understanding, but practicing and using newly learned skills in the workshop. Video examples are shown to help illustrate effective and ineffective leadership behavior. Participants bring a real-life case from work that they want to resolve. They apply the WYN concepts for planning a meeting, understanding the other person's needs and motivations, and practicing the meeting with their teams. Participants then receive valuable feedback for improving and developing an action plan to carry out when they return to work.

