

IN ENGLISH

An executive leadership week for experienced leaders that covers the central themes of leadership competence and behavior. Particularly suitable for managers with many years of professional experience and track records in leading companies, subsidiaries, divisions, business areas, major business units, large areas or major corporate functions.

Concept

Experience as a manager is good: it helps you intuit opportunities and threats before others do. It builds credibility, enhances authority and helps you make difficult business decisions. But experience can also lead us astray. What happened in the past is not always a good predictor of the future. The success patterns of the past have a dangerous tendency to harden into dogma. Beliefs based on experience often lead to wrong decisions especially when the laws of business success are regularly changing. Once in a while, even experienced executives need to question their own knowledge and success formulas. This is the goal of the intensive, five-day Boston Leadership Program: an ideal platform for building knowledge and sharing experience with experienced peers.

Topics

Under the theme of "success factor – leadership competence," the program deals with questions that come up when the conditions in the company are right, but the strategies, business plans and concepts have yet to be realized. In such cases, implementing them requires leadership, social skills, motivational skill and communicative competence.

Social Competence for Leaders

- > Implementing strategy requires social competence
- > What is social competence?
- > Your personal potential
- > Typical behavior patterns in leadership situations
- > Developing the modifiable factors of personality

Know Yourself

- > Leading yourself
- > Your personal leadership behavior
- > Personal goals, personality structure and the role of the leader
- > Making better use of your strengths as a leader

What good Leadership does

- > Good management as a performance booster
- > Increasing the efficiency of your organization
- > Dynamism and focusing on results

What distinguishes Strong Leaders

- > Modern leadership
- > Effective leadership styles
- > Trust as the basis for delegation and self-organization
- > Dealing with conflict

Motivation for Change

- > Applying the laws of motivation theory
- > Aligning the value system of the company and top management with the values of employees
- > Techniques for boosting energy
- > The importance of intuition
- > Empowerment

Personal Strengths in the Leadership Process

- > Recognizing and exploiting untapped power reserves
- > The power of habit
- > Boosting motivation and turning it into top performance
- > Making dedicated performers out of motivated employees

Focusing on Results

- > Self-control and mental techniques
- > Dealing with hectic pace and stress; work effectiveness
- > Delegation as the basis for focusing on the essentials
- > Coaching and managing teams

The Leader as Communicator

- > Communication strengths
- > Persuading with rhetorical skills
- > Winning communication
- > Discussions with employees
- > Building enthusiasm for common goals

Program dates (4 days)

Sem-Nr	Place	Date
E-77221	USA-Boston	September 13–16, 2021
E-77222	USA-Boston	June 27–30, 2022

Program fee: CHF 4900.– Invoicing in EUR possible (depending on current currency rate)
Further information and booking via internet: www.sgmi.ch/ens14



Information and Advice

We will gladly provide you with more information about our seminars, programs and diplomas. Call us if you would like an SGMI advisor to help you make the right personal-development choice among our many courses and programs.

Phone +41 (0)71 223 50 30
Fax +41 (0)71 223 50 32

Registration

Please fill out the attached registration card and send it back to:

SGMI Management Institute St. Gallen
Bogenstrasse 7
CH-9000 St. Gallen
Fax +41 (0)71 223 50 32
Internet www.sgmi.ch
E-mail seminare@sgmi.ch

After we receive your registration, we will send you the following

- > The confirmation of your registration with an invoice.
- > Information on logistics, hotel and travel to the program venue.
- > A room reservation sheet for your hotel reservation.

If a seminar is fully booked or if acceptance in a diploma program is not possible, we will inform you immediately. SGMI reserves the right to make small adjustments to programs or changes of faculty.

Seminar Fees

Seminar fees include the cost of the seminar and the seminar materials (plus 7.7% VAT for seminars in Switzerland). Not included are all hotel costs participants pay the hotel directly, including room and board. Multipart seminars can be booked only as a whole. Missed seminar days or seminar parts cannot be made up at a later date.

Seminar and diploma fees may be paid in EURO (EUR) or Swiss Franks (CHF) at the daily currency exchange rate.

Change of Registration / Cancellation

Changes of registration from one seminar or diploma to another are possible only up to 6 weeks before the start of the seminar and only at the cost of a CHF 350 change of reservation fee. Cancellations are free up to 3 months before the start of a seminar. Registered participants who cancel their registration between 3 months and 6 weeks before the start of a seminar will incur a charge of 40% of the respective seminar or diploma fee. Registered participants who cancel their registration within 30 working days of the start of the seminar will be charged the full seminar fee.

We recommend that participants take out cancellation insurance to cover the above seminar cancellation costs in case of illness or other unforeseen circumstances.

The complete SGMI terms and conditions are available here at www.sgmi.ch/tc.

Travel to the Hotel

Travel directions and information about the hotel are sent with the registration confirmation.

Registration Card

We register for the following program:

Number/Date	Last Name	First Name
	Date of Birth	
	Company/Organization	
	Street, Number	
	ZIP Code/City	
	Phone	Fax
	E-mail	Number of Employees
	Industry	Function
	Date	Signature

We are looking forward to your registration. Please send your registration card by mail, fax, or e-mail.

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