



# Leadership for Executives

IN ENGLISH



# Leadership for Executives

This seminar, designed for senior executives, is a concentrated overview of the core components of executive leadership management.

## Concept

Well-managed companies are primed for success: their profitability is above the industry average, and their strategic investments enable timely entry into attractive business fields. An electrifying atmosphere motivates teams to engage in common projects and goals. There is no room for power struggles and intrigues; all that counts is a winning spirit and a desire for top performance. The main goal of strategic leadership is to transform visions into actual concepts and to motivate coworkers to support implementation.

Comprehensive leadership qualities are an essential prerequisite for executive success. The Leadership for Executives seminar demonstrates these leadership qualities in a concentrated way.

The program addresses senior executives, particularly:

- ▶ Top managers, upper level managers and specialists with management responsibility who seek to achieve above average results with their teams and employees, and who intend to hone their leadership and coaching skills.
- ▶ Executives with result responsibility whose position requires a high degree of decision making strength and implementation skills.

## Topics

### Integrated Leadership Concept

Managers are usually committed professionals; not every manager, however, is a good leader. What characterizes excellence in leadership? What makes a leader?

- ▶ The concept of integrated management
- ▶ Definition of personal leadership qualities
- ▶ The role of a leader
- ▶ Rules and basics of effective leadership

### Communication as Core Competence

Integrating communication skills as a core competence for leadership is a prerequisite for full effectiveness in leadership processes.

- ▶ Communication as a vital core competence for leadership
- ▶ Characteristics of communication skills for leaders
- ▶ How communication motivates and drives performance
- ▶ How communication frustrates and builds barriers and rejection

### Leadership Skills

Research shows what characterizes outstanding leaders. We know which leadership styles are most effective in certain situations and which behavior we should avoid to prevent unsatisfactory leadership performance. We can learn from most of these findings, because effective leadership behavior can be trained and practiced.

- ▶ What are my personal strengths as a leader?
- ▶ What development potential do I want to use to improve personal leadership qualities?
- ▶ What changes increase performance and satisfaction of coworkers?

### Developing a Personal Leadership Style

- ▶ Alternative leadership styles
- ▶ Reasons why more than one leadership style is necessary
- ▶ Situations for cooperative leadership
- ▶ Situations where too much leadership harms
- ▶ Situations for authoritarian leadership
- ▶ Situational leadership applied

### Leadership in Implementation Processes

Employees rarely welcome new strategies, new structures and new concepts from top management enthusiastically. Employees react with skepticism, distrust and stagnation; only a few people see a great opportunity in change. Implementation of change processes doesn't happen just by pressing a button or by giving orders; it happens on the operational levels, executed by employees who may reject change project partly or totally.

- ▶ Gaining acceptance for change
- ▶ Change management as vital leadership challenge

### Program dates (4 days)

Sem.-Nr.	Ort	Datum
E-52024	CN-Shanghai	22. - 25.01.2024
E-52124	Brunnen	15. - 18.04.2024
E-52224	Lucerne	14. - 17.10.2024

Program fee\*: CHF 5900.- (plus VAT for seminars in Switzerland, see p. 146)

Further information and booking via internet: [www.sgmi.ch/ens10](http://www.sgmi.ch/ens10)

\*Invoicing in EUR possible (depending on current currency rate)



Corporate Programs:

As well available as Corporate Program

## 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

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CH-9000 St. Gallen

Fax +41 (0)71 223 50 32

Internet [www.sgmi.ch](http://www.sgmi.ch)

E-mail [seminare@sgmi.ch](mailto: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, from 2024 8.1 % VAT). 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 Francs (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 400 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](http://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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