



## The Five Absolutes to Achieve High Performance

### Session Details

Faculty: Dr. Clinton Longenecker Date: Wednesday, January 24, 2018

Location: Embassy Suites by Hilton Sign In: 8:30 AM  
5800 Rockside Woods Blvd, Independence, OH 44131

Phone: (216) 986-9900 Session: 9:00 AM - 4:00 PM

### Session Description

This dynamic, interactive and hands-on learning experience will: provide specific tools to help leaders better understand the causes of managerial failure; equip managers to better focus their people and themselves on desired outcomes; help leaders effectively equip their people to perform at higher levels; demonstrate the importance of creating a working environment that fosters better results; encouraging managers to maximize people power and will make a strong case for developing both people and processes in your quest for better results.

### Biography

Dr. Clinton Longenecker is an award-winning business educator, researcher, author, motivational speaker, and executive coach who was recently recognized by The Economist as one of the top 15 business professors in the world. A thought leader in rapid performance improvement, Dr. Longenecker has published over 180 journal articles in America's top academic and professional journals. He is also the author of two best-selling books, including Getting Results: Five Absolutes for High Performance and The Two-Minute Drill: Lessons for Rapid Organizational Improvement from America's Greatest Game. Dr. Longenecker has helped transform the talents of thousands of business leaders in some of America's best companies from coast-to-coast.

### Guide to Participant Selection

Department	Admin	Distrub	Engr	Finc	H.R.	Legal	Mktng	IT	Or	Plng	Pchsg	R&D	Sales
<b>Senior Executive</b> (Pres. Exec & Sr VP)	3	3	3	3	3	3	3	3	2	3	3	3	3
<b>Executive</b> (VP & Gen'l Mgr)	2	2	2	2	2	3	2	2	1	2	2	2	2
<b>Senior Managers</b> (Div & Reg. Mgrs)	1	1	1	1	1	2	1	1	1	1	1	1	1
<b>Middle Managers</b> & Superintendents	1	1	1	1	1	1	1	1	1	1	1	1	1

### Time Allocation - Topics

## 15% Career Survival and Success in the 21st Century

- The importance of getting better results on an ongoing basis Understanding the barriers to high performance

## 15% Why Managers Fail to Get Desired Results

- An analysis of the factors that cause managerial failure Creating a better understanding of the factors that drive high performance

## 50% The 5 Absolutes for High Performance

- The Practices of High Performance Business Leaders
  1. Getting Everyone on the Same Page- The Power of Focus
  2. Preparing For Battle- The Power of Preparation
  3. Creating a Culture for High Performance- The Power of Climate
  4. Nurturing Working Relationships - The Power of People
  5. Developing People, Processes and Yourself as a Leader- The Power of Renewal

## 20% How to Become a More Results-Oriented Leader

- Conducting a leadership self-assessment on the practices that lead to better results
- Developing a personal improvement game plan to become a more results oriented leader

## Focus

### Primary - Leadership Development

Accelerating Performance Improvement, Adaptability, Creativeness, Decisiveness, Initiative, Leading Change

### Secondary - Planning/Organizing

Leveraging Continuous Improvement Processes, Building Teamwork, Problem Identification, Evaluating Alternative Solutions, Developing Specific Plans, Determining Required Resources

### Tertiary - Executing/Controlling/Evaluating

Executing Performance Improvement Initiatives, Decision Making, Delegation, Coordination

## Level

Introductory

Intermediate

Advanced

FOR REGISTRATIONS PLEASE CONTACT: **Cindy Smith**

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