



Washington D.C.

Getting Results: The Absolutes to High Performance

Session Details

Faculty:	Dr. Clinton Longenecker	Date:	Thursday, August 29, 2019
Location:	College Park Marriott Hotel & Conference Center 3501 University Blvd E, Hyattsville, MD 20783	Sign In:	8:30 AM
Phone:	(301) 985-7300	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
Senior Executive (Pres. Exec & Sr VP)	3	3	3	3	3	3	3	3	2	3	3	3	3
Executive (VP & Gen'l Mgr)	2	2	2	2	2	3	2	2	1	2	2	2	2
Senior Managers (Div & Reg. Mgrs)	1	1	1	1	1	2	1	1	1	1	1	1	1
Middle Managers & 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: **Spiro Serpanos**

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