



Lead For Results: Improving Focus, Relationships and Performance

Session Details

Faculty:	Dr. Clinton Longenecker	Date: Wednesday, May 20, 2020
Location:	The Estate by Gene and Georgetti 9421 W Higgins Road, Rosemont, IL 60018	Sign In: 8:30 AM
Phone:	(847) 653-3300	Session: 9:00 AM - 4:00 PM

Session Description

This dynamic, interactive and hands-on learning experience will: 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.

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