



Developmental and Performance-based Coaching for Leaders

Session Details

Faculty:	John Lankford	Date:	Thursday, December 03, 2020
Location:	Pacific Energy Center San Francisco 851 Howard St., San Francisco, CA 94103	Sign In:	8:30 AM
Phone:	415-973-2277	Session:	9:00 AM - 4:00 PM

Session Description

Your individual development plan may be the single most important document to advance your career. You will depart this workshop with your personal plan and the skills and tools to coach and develop Millennials and other career minded staff members on your team. Participants will learn and experience the connection of effective coaching and feedback to each managers team to be able to improve their ability to execute consistently. In the majority (around 70%) of executive failures, the real problem isn't bad strategy. The real problem is bad execution, according to the Fortune Magazine article titled, "Why CEO's Fail". At its core, execution comes down to setting clear expectations and regular coaching and feedback.

Biography

Four-time winner of the Business Advisor of the Year in North America, John D. Lankford is passionate about development, performance and results. An expert in executive coaching and developing leadership talent, his fun and lively approach motivates others to embrace development and innovative ideas. As a certified Executive Coach and 4 Time Business Coach of the Year, John loves to coach leaders on his proven coaching techniques. His impressive background is unique, boasting 23 years of corporate and 12 years of entrepreneurial experience. John has facilitated more than two dozen mergers and acquisitions, as well as launching three businesses and ultimately selling two.

John provides hands-on, triage support that produces measurable results in real-time. His process provides laser focus on the execution of the plan. Johns coaching and accountability teaches business leaders not to be distracted by bells, whistles, or fads. His leadership experience covers every level of management from front line supervisor to becoming the former CEO of the Innisbrook Leadership Institute. His leadership track record includes leadership positions at the Executive Education team at Ford Motor Company, Oakwood Healthcare, Comcast University and the St John Healthcare system.

Mr. Lankfords work in designing a company-wide system to develop the next generation of executives was recognized as the most comprehensive approach to coaching and developing leaders we have ever seen in corporate America by the Program Director at the Center for Creative Leadership. He has implemented executive education and leadership programs with GE, the University of Michigan Business School and the Center for Creative Leadership

He has earned a nationwide reputation for developing current and future leaders. John has been tapped as an expert business source by prominent media such as The New York Times, CBS, and dBusiness Magazine, in addition having written a syndicated business column.

Time Allocation - Topics

20% Performance Clarity

- Reduce your teams turnover- with timely coaching and feedback
- Linking your coaching and feedback to accomplishing your teams goals
- The role of coaching and feedback with your top-performers

10% Mastering the Art and Science of Coaching and Feedback

- The impact on your coaching and feedback on your teams morale
- How to target your coaching and feedback for Millennials

10% What Great Leaders Do Differently

- Providing custom coaching and feedback for each of your team members
- Few managers (10%) have the total package
- Triple your chances of getting promoted

20% The Behaviors of Great Leaders

- Linking coaching and feedback to your companys accountability system
- How to link coaching and feedback to staff members performance
- Connecting your coaching to managing up- to your manager

30% Aligning Your Personal Growth & Development to Your Career Goals

- Learn strategic skills and steps to apply your coaching to Millennials
- Design your personal Individual plan in this workshop- to grow as a manager
- Target your performance coaching development- toward your next promotion

10% Reading the Correct Style of Coaching for Each Team Member

- Linking coaching to delivering results for your team-delegation
- Reduce the amount of time you spend following up on assignments with staff

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