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MANAGING AND LEADING: CRITICAL SKILLS TO EXCEL AT BOTH
with Ann Tardy
$395 (US) per person

VIRTUAL SESSION (3-HOUR)

MANAGING AND LEADING: CRITICAL SKILLS TO EXCEL AT BOTH

This session will explore the essential strategies and techniques required to powerfully lead and manage simultaneously from the same role. Being a manager is one of the most arduous and yet most valuable roles in any organization. The challenge lies in dealing with the expectations of those above and below you while also contributing to people's success around you. When you master this, you will discover how to impact any organization from the middle. You will leave this class with the skills needed to become the very best leader you can be.

ANN TARDY

As a former Silicon Valley corporate attorney and a current CEO, Ann knows people from many dynamics. Working alongside some of the best and brightest lawyers, entrepreneurs, VCs, and business owners, Ann incorporated companies, negotiated mergers, managed venture-backed financings, and held the hands of many anxious CEOs, and loved it. She then started her own law firm representing over 75 entrepreneurs, grew it until her CEOs became friends, and then sold it to a larger firm that continues to represent entrepreneurs and start-ups nationwide. In 2003 Ann followed her passion to work with leaders and launched LifeMoxie Mentoring & Leadership to transform corporate America by transforming where and how people lead. Her programs, books and speeches are loved by clients such as Kaiser Permanente, Duke Energy, Macys, and Southern California Edison. As a speaker and author, Ann prepares people to execute powerfully in ever-changing environments. From keynotes to executive retreats, Ann influences audiences with her experiences and her 25 years of leadership. She is the author of four books: Ambition on a Mission (2007), Moxie for Managers (2011), Why Mentoring Matters (2013), and The Joy of Mentoring (2015). They have become popular books for companies that are committed to creating strong leaders and strong cultures in this fiercely competitive marketplace.

TOPICS COVERED

MANAGING VS. LEADING

- IDENTIFYING THE UNIQUE CONTRIBUTIONS OF MANAGERS
- UNDERSTANDING THE PRIVILEGE OF MANAGING

5 KEY LEADERSHIP DISTINCTIONS FOR MANAGERS

- THE BATTLE CRY
- INFLUENCE
- INTENTIONALITY
- WYTIWYG (WHAT YOU TOLERATE IS WHAT YOU GET)
- STANDING ON THE PEDESTAL

7 ESSENTIAL INFLUENCING STRATEGIES & TECHNIQUES

- FROM DELEGATING TO ENTRUSTING WITH ACCOUNTABILITY
- ACCELERATING TRUST
- LIFTING THE COMMUNICATION FOG
- THE POWER OF PARTICIPATION
- THE POWER OF FRAMING
- SELLING CHANGE
- LEVERAGING EMOTIONAL INTELLIGENCE

LEADING WITH MOXIE

- MOXIE: GRIT, GUTS, INITIATIVE, RELENTLESSNESS, DETERMINATION, FEARLESSNESS, AND VIGOR
- MAKING A DIFFERENCE BY LEADING WITH MOXIE AND INSPIRING OTHERS TO DO THE SAME
- DISCOVERING THAT JOY IS A LEADER`S JOB

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