



THE EVOLVING ROLE OF LEADERSHIP:  
TRANSFORMING GOOD LEADERS INTO GREAT ONES  
with Mike McCartney  
\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

## THE EVOLVING ROLE OF LEADERSHIP: TRANSFORMING GOOD LEADERS INTO GREAT ONES

---

The demands on leaders today are greater than ever. Achieving success requires a diverse and profound skill set, particularly fostering human connections that drive high performance. In this engaging, fast-paced session, you will acquire practical skills to enhance your leadership abilities, regardless of your current stage of development.

Today's leaders bear three critical responsibilities: achieving targets, uplifting the lives of those they lead, and committing to their growth. This program will equip you with strategies to master all three. You will discover how "positional authority" has shifted to a model where respect is earned from colleagues, understand the importance of feedback for personal and professional growth, and learn practical techniques for giving and receiving it.

By the end of this program, you will see that involving others in your personal development journey can achieve next-level leadership.

### MIKE MCCARTNEY

---

Mike McCartney has successfully coached leaders at all levels, from Fortune 500 C-Suites to family-owned businesses. He's one of a few who's earned the title, "Master Coach" from Marshall Goldsmith and the credibility to be one of his instructors. Mike is also an executive coach with University of Michigan's Ross School of Business, and a graduate of The Ohio State University. In days past, Mike was a professional rodeo athlete; lessons learned then are used in his coaching today-"It aint his first rodeo."

# TOPICS COVERED

---

## LEADERSHIP VS. MANAGEMENT

BEYOND POSITIONAL AUTHORITY – WHY INFLUENCE MATTERS MORE THAN TITLES  
THE THREE RESPONSIBILITIES OF LEADERS – ACHIEVE TARGETS, UPLIFT OTHERS, AND COMMIT TO GROWTH  
BALANCING LEADERSHIP AND MANAGEMENT – STRATEGY VS. EXECUTION IN DECISION-MAKING

## FEEDBACK SKILLS

THE ART OF FEEDBACK – GIVING, RECEIVING, AND APPLYING FEEDBACK FOR GROWTH  
BUILDING A FEEDBACK CULTURE – ENCOURAGING OPEN, CONSTRUCTIVE CONVERSATIONS

## COLLABORATION AND INFLUENCE

MASTERING INFLUENCE AND PEOPLE SKILLS – PERSUASION, ACTIVE LISTENING, AND CONFLICT RESOLUTION  
ENLISTING OTHERS IN YOUR SUCCESS – COACHING, CREATING BUY-IN, AND FOSTERING SHARED LEADERSHIP  
THE POWER OF CONNECTION – HOW RELATIONSHIPS DRIVE HIGH PERFORMANCE

## SELF-IMPROVEMENT

THE HUMAN SIDE OF HIGH PERFORMANCE – EMOTIONAL INTELLIGENCE, MOTIVATION, AND PSYCHOLOGICAL SAFETY  
ENGAGING OTHERS IN YOUR DEVELOPMENT – LEVERAGING MENTORSHIP AND TEAM INSIGHTS FOR IMPROVEMENT

FOR REGISTRATION PLEASE CONTACT: **Brendan Dowd** - IMS Regional Director - Kansas-City  
Phone: +1 (816) 399-4720 Email: [kansascity@ims-online.com](mailto:kansascity@ims-online.com) Website:  
<https://ims-online.com/leadership-development/Kansas-City/14>