Have you ever wondered why some teams fail miserably while others excel? Whether it’s sport, academics, or the professional world, some teams simply stand above the rest. And while there are many factors that play a role, effective leadership makes all the difference in the world. A skilled team leader is able to meld a group of individuals, with different backgrounds and different personalities, into a cohesive, high-performing team. By contrast, many less-skilled leaders are never able to get past the personality conflicts and rivalries that drag so many teams down.

As a leader, it’s your job to get the most out of your people. But creating and leading high-performing teams is more difficult than it may sound. If you’re in a position of leadership and would like to become a more effective leader for your organisation, this program is for you.

Just Some of the Key Elements:

- **How to turn a group of individuals into a high-performing team.** We’ll show you what you need to know to take a collection of diverse individuals and transform them into a close-knit team.

- **To create a results-oriented team focus.** At the end of the day, your efforts as a team leader will be judged by one question: does your team produce results? This program will teach you how to create a culture of productivity and success so that the answer to that question will be a “yes!” every time.

- **The basics of motivational psychology.** If you can’t motivate your team, you can’t be effective as a leader. We will teach you how to “decipher” each member of your team so that you can better understand what motivates them. Then, we’ll teach you how to use this information to ensure that your team is always performing at peak levels.

- **How to walk the line between accomplishing organisational goals and building a unique identity.** Every team naturally develops its own personality and culture, based on the members of the team (and its leadership, of course). And while this is healthy, if it goes too far you may find that your team isn’t meshing well with the rest of the organization. We’ll show you how to walk this fine line.

- **To empower team members to make decisions and adjustments on the fly.** If you’re not careful, your time as a leader will be consumed by decisions that could easily be made by members of your team. We’ll teach you how to empower team members so that they make routine decisions on their own and only request your attention when it’s truly needed.

- **What it takes to lead a team through change.** Most humans resist change, and your team is likely to be no different. Whether it’s changing goals, policies, or company procedures, leading your team through change is a delicate task. We’ll teach you how to secure buy-in while maintaining morale and peak performance.

- **How to run better meetings.** Meetings are one of the biggest time wasters for most teams. Our experts will teach you proven, real-world strategies that will allow you to run meetings far more effectively.

- **To direct your team without stifling their creativity.** As a leader, the tendency to micro-manage is very common. After all, you bear responsibility for the results that your team produces, so it’s only natural to want control over every detail. But excessive meddling and micro-managing is counterproductive. It strips your team members of their natural creativity and motivation. We’ll teach you how to walk this line.


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Effective leadership isn’t something you’re born with—it’s something you learn. And it doesn’t require years of study or an expensive university degree. In fact, this one day program created by Benson & Company will give you all of the information, strategies, and real-world tips you need to be an effective team leader. If you’re in a position of leadership, you can’t afford to miss it!
The secrets of effective feedback. Feedback is essential as you build your team. But done poorly, the feedback you offer can be destructive. We’ll teach you how to offer constructive feedback in a manner that encourages your team members and keeps them motivated.

Common inter-personal problems to avoid. Your team is unique, but the challenges you will face are not. We’ll identify some of the most common inter-personal problems that plague teams, and show you what it takes to avoid them!

How to demonstrate results to upper management. It doesn’t matter how effective your team may be—if your supervisors don’t realize it, you won’t be credited for it. We’ll teach you how to clearly demonstrate the results you’ve achieved to your managers.

How delegation gives you more time in the day. As a leader, your time is always at a premium. We will teach you how to use delegation to keep your to-do list manageable each day—so that you can spend your time building your team.

When to “coach” and when to “direct.” It’s essential that you develop your people, helping them become more skilled and more productive. Coaching is one way to do that. But sometimes, immediate action is required—and in those situations, you need to direct, not coach. We’ll teach you to identify those situations so that you can fill both roles successfully.

And Much, Much More…

Leading a team is not an easy task—even for experienced managers. If you’re new to team management, it can sometimes seem overwhelming. In this action-packed program, Benson & Company will teach you everything you need to know about team leadership. We’ll show you real-world strategies that will enable you to build a cohesive, results-oriented team. If you’re a team leader, this may be the most valuable seminar you’ve ever attend!

“I am happy to recommend your services to other organisations. The training was relevant, delivered with good humour, and successful.” Education Direct

“An excellent workshop presented in a very professional manner.” Brunel Training Group

Our consultants and trainers are extremely experienced and talented professionals. We can create a program covering other topic areas that you may want to explore. Please contact us at info@bensonandcompany.net for more information about any of these or the following:

- Time Management
- Dealing with Difficult People
- Leadership Skills
- Team Building
- Project Management
- Stress Management
- Supervisory Skills
- Customer Service
- Communication Skills
- Presentation Skills
- Personal Assertiveness

If you would like additional information on Benson & Company Key-note and Business Speaking services, call or email us at the address below.