

Personality, Authenticity & Leadership Presence

Having confidence, being able to convince others, are traits you cannot do without if you want to achieve even more. You will evaluate and enhance your repertoire of personal and social skills in this 3-day top-level personality training for managers.

DESCRIPTION

In today's turbulent times, executives and managers are expected, more than ever before, to master difficult situations, and prevailing management methods are increasingly not enough. Developing your own leadership personality and presence – so you come across authentic, clear-headed, competent, and a person people want to know – will lead to trust, respect, recognition and sustainable success as a manager.

You can lead more effectively, be calm and composed, if you know your own personality, your own resources and potential. Confident managers like you need to know your strengths and weaknesses. You need to have a clear picture of how your behavior affects those around you, so you can use this to strengthen your people skills even further. We will show you how to achieve this.

KEY BENEFITS

This course will help your personality be even stronger than it already is. You will evaluate and enhance your repertoire of personal and social skills by using them in various simulated real-world business situations. Under no circumstances will you practice the same behavior each time. On the contrary, you as a person – with all its rough edges – should be visible at all times. You will learn how to handle public and private situations with confidence and to be effective and convincing.

WHO SHOULD ATTEND

- Motivated managers who seek an open and constructive evaluation of their personality and how they appear to others in professional and private situations
 - Professionals and specialists who want to attain tools that will help them use their personality to even better effect
 - People pursuing important positions at their company and want to have the personality to achieve it
- Curiosity and the willingness to question yourself as a person are the prerequisites for successful participation in this seminar.

AREAS OF FOCUS

- Recognizing your own personality type and your own behavioral patterns
- Attributes of management and leadership behavior

- Growing with leadership tasks
- Self-analysis and how your surroundings, employees, supervisors and customers perceive you
- The secret behind coming across in a positive way to others
- A successful manager's appearance and its effect on others
- How to recognize and master insecurity and doubt
- Dealing with conflicts and fears in a professional way
- Analysis and targeted application of your strengths; identifying and compensating for weakness
- How to motivate others, get them enthused about their work
- Improving the quality of personal relationships – knowing human nature and trusting others
- Recognition and respect
- Verbal and non-verbal communication expertise and its effect on others
- Tips and tricks for the right outfit and appearance
- Targeted use of language, rhetoric and behavioral patterns
- Ways to be even more calm and collected
- Recommendations for reducing stress when appearing in public and privately

«It was a pleasure to learn and improve my skill-set in a very personal setup. It was a lecture with profound knowledge, examples and experiences to foster my skills.»

Nicole Martens, adidas AG

Sessions & Fees

EP1412 Jul 04 – 06, 2022 Zurich, CH

EP1422 Nov 30 – Dec 02, 2022 Berlin, GER

Duration: **3 days**

Fees: **EUR 3.200.– | CHF 3.300.– | US\$ 3.600.–**

Registration: www.bostonprograms.com/ep14 or registration form on the back of the brochure

Are you interested in corporate education or consulting?
Call us at: +41(0)43 499 4020

General Information

Registration and Confirmation

You can register by email, mail or FAX, or at our website. Once you register, you receive written confirmation, including detailed information on the location of the program, travel directions, hotel accommodations and an invoice for the program fees. If the program is fully booked, we notify you immediately. When you complete the program, you receive a certificate of attendance. Please note that the program curriculum, faculty and hotels are subject to change and/or amendment.

Change of Registration

If you need to change your registration, please notify us at least 4 weeks before the program starts. A change of registration entails a fee of 350 Euros. Under some rare circumstances, a program or parts of a program may have to be postponed or modified. In such cases, we will notify you immediately to ensure that you can attend an alternative program with similar content.

Cancellation

You may cancel your registration free of charge 3 months before the program starts. If you cancel between 3 months and 6 weeks before the start date, you will be charged 40% of the program fees. For cancellations within 6 weeks of the program start date, you will be charged the full program fees. You can arrange to have someone take your place up to 3 days prior to the program start date.

Program Fees

Program fees for our seminars and programs include the faculty fees and educational materials associated with the program (V.A.T. is not included). Accommodations and meals are not included. If only parts of a program are attended, missed parts may not be made up. Payment is accepted in Euros, Swiss Francs or US Dollars. Reference currency: Euro.

Accommodation, Daily Delegate Rates

Our programs are held at high-quality hotels and seminar centers. Participants are not obligated to stay at the seminar hotel. Note, however, that Boston Business School customarily negotiates a special room rate with the seminar hotel. Unless it is included in the accommodation rate, an additional daily delegate rate for lunch, coffee, etc., will be charged to participants. For rooms at the seminar hotel, participants make their own reservations following instructions provided by Boston Business School, and pay the hotel bill on the final day of the program.

Insurance, Disclaimer

Boston Business School does not offer insurance to participants. Therefore, participants must carry their own insurance policies to protect them from damages due to accidents, disease, theft and so on. Boston Business School cannot be held liable for damages. Terms, conditions and course content are subject to change and/or amendment. Boston Business School is part of St.Gallen Business School AG. All matters are subject to Swiss law, the place of jurisdiction is St. Gallen.

Registration Form

Please complete and print this registration form and mail or FAX it to:

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CH-8700 Kuesnacht/Zurich

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Fax **+41 (0)43 499 40 21**
Email
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www.bostonprograms.com

I wish to participate in the following program:

Name of Program

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Last Name

First Name

Company/Organization

Street, P.O. Box

Postal Code, City

Country

Email

Telephone

FAX

Position

Industry (opt.)

Number of Employees (opt.)

under 200 up to 1000 over 1000

Signature

Date