

# PUSH THE ENVELOPE: PERFECTING TRANSFORMATIONAL LEADERSHIP SKILLS

*People want to be motivated, not manipulated; inspired not ordered; led not managed.*

*Murray Johanssen*

## Leadership and Organizational Performance

Extensive research proves what common sense suggests—the right type of leadership produces world-class organizations. To understand why organizations grow or don't grow, depends partly on whether the dominant leadership styles is:

- a. Transactional, where leaders function within the safety of the status quo, or
- b. Transformational. where leaders strive mightily to change the existing order of things.

In industries undergoing rapid change, developing a cadre of transformational leaders is essential if the organization is to evolve, adapt, and change to pursue opportunity.



*"Success in life comes not from holding a good hand, but in playing a poor hand well."*

*Dennis Waitley*

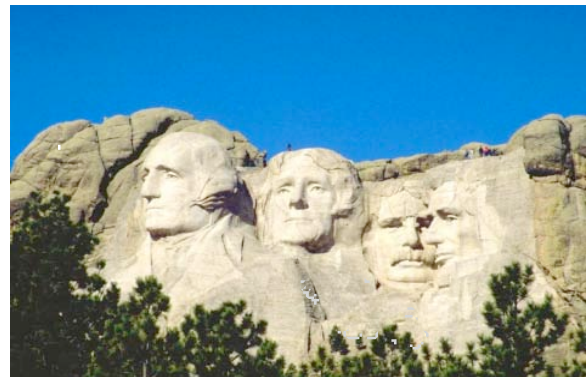
## The Program

This presentation plants the seeds of knowledge that when applied produces growth in ourselves and others. Learn:

- Why people confuse the manager and leader roles
- The major leadership styles
- Find out if you are more transformational or transactional
- Key transformational principles worth remembering and following
- Strategy and tactics to get results

## Developing Your Potential as A Transformational Leader

Complex skills such as leadership rarely can be learned by observation—one needs a sound theory base to understand experience. The sad fact is, one learns little from raw experience. As one veteran HR manager commented after looking through a stack of resumes, "Experience in the label they use to describe their mistakes."



*Leadership is the art of getting someone else to do something you want done because he wants to do it.*

*Dwight D. Eisenhower*

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