



Developing as a Leader



on conflict resolution critical thinking
iving feedback honing intuition per
emotional intelligence teamwork
g people with a vision building and
communication conflict resolution



HARVARD
BUSINESS
SCHOOL
PUBLISHING

Every manager's learning needs are different. So how do you get just the right training to the right managers—at the right point in their careers?

You need a comprehensive leadership program

Developing as a Leader from The Essential Leader™

Developing as a Leader is an interactive online program that identifies the gaps in individual mid-level managers' skill sets and provides learning content for each manager in those areas where the need is greatest. These critical skills are taught through a combination of eight discrete self-directed courses, each based on concepts and frameworks developed by world-renowned experts.

A priority assessment helps learners identify the skill areas most relevant to their current responsibilities and their individual areas of need. Participants can then concentrate just on the highest priority areas or work through the entire set of courses.

The Core Competencies of Leadership

Developing as a Leader addresses such skills as:

- aligning people with a vision
- building and managing teams
- change management
- communication
- conflict resolution
- critical thinking
- decision making
- direction setting
- emotional intelligence
- giving feedback
- honing intuition
- motivating others
- negotiation
- persuasion
- prioritizing goals
- teamwork

Select titles also available in:

French
German
Portuguese
Spanish

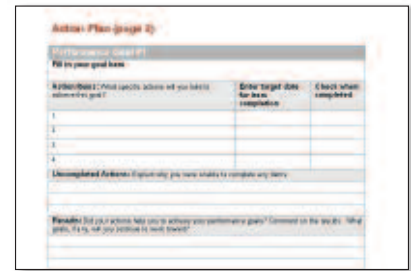




Intuitive navigation and bookmarking



Engaging case scenarios



Useful tools for immediate application and follow-through

Program tailored to today's leaders.



A preview of *Developing as a Leader* is available at: www.elearning.hbsp.org/daa

Engaging case studies challenge participants to experiment, explore tactics, and profit from their mistakes in a safe environment. These scenarios are accompanied by interactive tools, worksheets, feedback, relevant articles from *Harvard Business Review*, and self-tests. The program concludes with an action plan designed to pay dividends for both the individual and the organization.

Designed for Efficient and Flexible Administration

Developing as a Leader comes with tools and support to simplify the program administrator's job:

- comprehension tests
- follow-up questionnaires for learners and their supervisors
- step-by-step instructions for program execution

Implementation support is also available, including:

- marketing strategies and tools
- facilitation guides
- a hosted training environment
- certificates of completion
- and more

This offering can be rolled out as a comprehensive training program, or the courses can be used separately to address specific competency development needs.

Developing as a Leader offers managers the opportunity to acquire a wide range of critical skill sets in a remarkably short time span. It offers administrators an easy-to-execute, thorough management training program with a choice of LMS implementation options that can be tailored to organizational needs. And it offers any organization the opportunity to strengthen its middle management ranks while cultivating candidates for leadership responsibilities.

Courses in *Developing as a Leader*:

- Decision Making
- Influencing and Motivating Others
- Leading Teams with Emotional Intelligence
- Managing Change
- Managing Difficult Conversations
- Negotiating for Results
- Productive Business Dialogue
- What Is a Leader?

Other comprehensive leadership programs from *The Essential Leader* are available for:

- new or front-line managers
- upper-level leadership
- topic-specific corporate initiatives

Contact us for more details.





**HARVARD
BUSINESS
SCHOOL
PUBLISHING**

Contact us for more information.

change management communication
decision making direction setting goal
vision prioritizing goals negotiation
motivating others active listening aligning
managing teams change management