

# THE 6 CRITICAL PRACTICES FOR LEADING A TEAM™



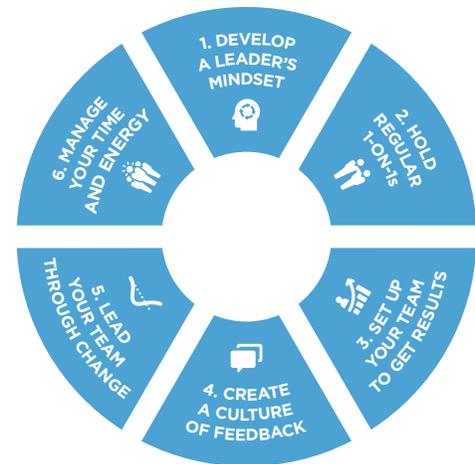
## The Challenge For Leaders

Leaders at every level make significant impacts on every metric in your business: employee productivity and engagement, customer satisfaction and loyalty, innovation, and financial performance. They are the creators and carriers of culture for their teams and directly influence whether top talent stays or leaves. They are frequently responsible for the quality of the customer experience, and leaders and their teams are the biggest sources of product and process innovation.

The role of every leader has always been tough and today's realities make the role even tougher. People skills typically account for 80 percent of success in this role. Yet many people are promoted because of their technical capabilities. Both new and experienced leaders can struggle when it comes to excelling at leading teams in today's workplace.

## Introducing *The 6 Critical Practices For Leading A Team*

This solution equips leaders at every level with the essential skills and tools to get work done with and through other people. The program is ideal for leaders who need to transition successfully from individual contributors to leaders of others. It also applies to leaders who have been in their roles for some time, and are looking for practical and relevant guidance on how to effectively lead and manage their teams.



Problem	Solution
<ul style="list-style-type: none"> <li>Leaders need to learn more about being a leader.</li> </ul>	<ul style="list-style-type: none"> <li>Fast-tracks development of leaders.</li> </ul>
<ul style="list-style-type: none"> <li>Team leaders need the foundations of leadership.</li> </ul>	<ul style="list-style-type: none"> <li>Equips leaders with the skills and tools every manager needs but few receive.</li> </ul>
<ul style="list-style-type: none"> <li>Existing leaders need a refresher on the skills of leading others.</li> </ul>	<ul style="list-style-type: none"> <li>Level-sets leadership skills across an organization so that all managers use a common skillset and toolset.</li> </ul>

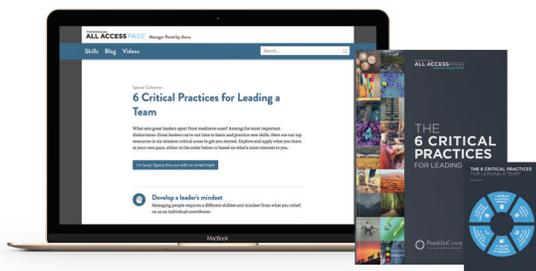
## Objectives

*The 6 Critical Practices for Leading a Team* is a special collection of carefully curated content from proven FranklinCovey offerings. The repurposed mindsets, skillsets, and toolsets provide leaders with relevant and practical resources to help them excel in this tough and demanding role.

PRACTICE	OBJECTIVE
<b>DEVELOP A LEADER'S MINDSET</b>	Explore the critical mindset shifts that will maximize your success as a leader of others.
<b>HOLD REGULAR 1-ON-1s</b>	Increase engagement of team members by conducting regular 1-on-1s, deepen your understanding of team member issues, and help them solve problems for themselves.
<b>SET UP YOUR TEAM TO GET RESULTS</b>	Create clarity about team goals and results; delegate responsibility to team members while providing the right level of support.
<b>CREATE A CULTURE OF FEEDBACK</b>	Give feedback to develop team member confidence and competence; improve your own performance by seeking feedback from others.
<b>LEAD YOUR TEAM THROUGH CHANGE</b>	Understand the predictable pattern change follows and learn to guide your team through it effectively.
<b>MANAGE YOUR TIME AND ENERGY</b>	Use weekly planning to focus on the most important priorities, and strengthen your ability to be an effective leader by applying the 5 Energy Drivers.

## Delivery Options

- **Live In-Person and Live-Online.** Certify to deliver the one-day work session or have a FranklinCovey consultant deliver it for you.
- **On Demand.** Six FranklinCovey Excelerators® (about 30 minutes each) that are designed specifically for an interactive, online, self-paced experience. Six FranklinCovey InSights®, single-point online lessons (5-15 minutes each), are also available.
- **Digital Performance Support.** For All Access Pass® Clients, bite-sized articles, videos, and tools organized around The 6 Critical Practices. An opt-in, email-driven, digital-learning track over a 6-week period.



## Resources

### Participant materials include:

- Participant guide
- Practice cards
- An opt-in, email-driven, digital-learning track over a 6-week period

### Facilitator materials include:

- Virtual certification
- Facilitator guide
- PowerPoint® with embedded videos



The FranklinCovey All Access Pass allows you to expand your reach, achieve your business objectives, and sustainably impact performance. It provides access to a vast library of FranklinCovey content, including assessments, training courses, tools, and resources available live, live-online, and On Demand. For more information contact your FranklinCovey client partner or send an email to [info@franklincovey-benelux.com](mailto:info@franklincovey-benelux.com).