



Situational Leadership®.

Frequently asked questions.

What is Situational Leadership®?

Situational Leadership® is actually a graphic model—a simple tool that fits on the back of a business card. Like a compass, it works to guide you to adapt your leadership style to meet the needs of a situation. A key objective of Situational Leadership® training is to help people grow all the more successful and effective when they need to coach, manage or influence individuals or groups. On a larger scale the goal is to improve organisational performance and to enhance the work environment

That depends on whom you ask. That you can become skilful at using this tool very quickly is probably the most attractive feature. You'll be using it at the end of the first day of training. Many appreciate that it is based on solid research and that it is very pragmatic—yet simple to use. Still other people like that it helps them in a variety of situations, on the job, at home in volunteer organisations and to help people grow. At the same time it helps to realise bottom line improvements. That it works all over the world is another plus!

Why is it so popular?

I'm not a manager or supervisor. Would the programme still be useful to me?

Absolutely! Situational Leadership® is about influencing, coaching and leading people at any level in the organisation. Learning to lead up, across and even outside the organisation is one of the very powerful aspects of the training. At the senior level the focus is on supporting change, strategic initiatives and transformation.

Situational Leadership® has been around a long time, isn't it now old news?

Many organisations enjoy a flavour of the month approach to leadership development. People may feel good after many of these programmes but they yield very little in the way of new skills, enhanced performance and bottom line results. Consequently we've seen a renewed focus on proven solutions. Learning this model is more important today than ever before and it's even more popular now with around 10 million people around the world benefiting from the training.

What is the LEAD 360 degree feedback tool?

There are a lot of different kinds of 360 degree surveys. The LEAD 360 degree is specific to Situational Leadership® and provides you with an opportunity compare your self perception to those of others who see you in action. It is a safe means to get some perspective on how your influencing is perceived by others. Many people find it most valuable to help structure a development plan. It is available on-line.

Does it help with teams and groups?

Yes it does! Leading teams and groups requires the same basic skills. Situational Leadership® provides a common language for teams to quickly communicate the task specific information in a way that keeps morale high and the results positive. Bringing to bear a focus on the teams ability and willingness, the model guides your choices around how best to work with and through groups to achieve organisational goals.

Are there other models of Situational Leadership®?

The basic model has been adapted to suit both selling and customer service situations. Separate programmes exist for both of these and are available as an in-house delivery option.

What do I need to do to learn more about Situational Leadership®?

Contact our offices by phone or email and we will gladly talk with you about how Situational Leadership® can help you.

Email info@leadershipdevelopment.co.uk

Web www.leadershipdevelopment.co.uk