

Lateral Leadership

How to get things done when you are not in charge.

How can you achieve change and progress across the organisation if you not the boss? In this workshop Paul Sloane explains how you can exercise lateral leadership – the ability to persuade other people and exert influence when you do not have direct authority.

The class is a focused, practical course designed to motivate people and inspire them to develop their powers of influence and persuasion. It will improve your capability to gain approval for ideas and to implement new projects. Delegates learn practical skills in lateral leadership through lecture, discussion and practice.

Key elements include:

- The three Greeks; Ethos, Pathos and Logos - how and when to use them
- How to develop your credibility and authority
- The power of asking the right questions
- Selling the benefits of your ideas
- How to seek and gain agreement
- The five key styles of decision makers – how to recognise and handle each type
- A review of why projects fail and Kotter's eight stage process to overcome this
- Force Field Analysis – how to move your project forward
- De Bono's Six thinking hats

The workshop is challenging, interactive and fun. Participants develop systematic skills that they can put into immediate effect. They learn by trying different techniques on real business problems. The course is

typically run off-site and lasts one or two days. It can be tailored to reflect your needs.

Who should attend? Anyone who wants to enhance their powers of influence and persuasion.

The workshop is run by Paul Sloane, author of 'The Leader's Guide to Lateral Thinking Skills' and many other books and articles on leadership and innovation. He is a renowned speaker and course facilitator. His clients include Bayer, Nokia, Glaxo Smith Kline, Reckitt Benckiser, O2 and Swarovski.

