



## Situational Leadership®

*Flexible Leadership Produces Results*

### Overview

Developed by organizational behavior legend Paul Hersey, the **Situational Leadership®** program is a comprehensive and practical method of effectively managing and developing people, time, and resources. As a result, competence is developed, commitment is gained, and talented individuals are retained.

### Situational Leadership® will...

- > Develop leaders who excel at goal setting, coaching, performance needs, active listening, and proactive problem solving.
- > Clarify individual goals and ensure alignment with the organization's goals.
- > Create systems to track performance and link strategic and tactical activities.
- > Reduce employee turnover and absenteeism.
- > Increase retention of "star" employees.
- > Improve individual and organizational productivity.
- > Improve job satisfaction and morale at all levels.
- > Equip leaders with a set of skills that support optimal performance.
- > Create a pathway to high-performing teams, empowerment and self-management.



Situational Leadership is a registered trademark of the Center for Leadership Studies. More than 10,000,000 people worldwide have taken this course.

### Best practices with Situational Leadership®

- > Assess developmental readiness in a person's ability and willingness to perform.
- > Increase managers' ability to adapt their styles appropriately to different people and situations.
- > Provide experienced managers with an advanced or "next-step" program.
- > Ensure greater success and retention with team members in new roles.
- > Use the program both independently and as a complement to existing coaching models.
- > Realize concrete and measurable improvements in execution and implementation, leading to tangible gains in productivity and profits.
- > Establish an invaluable framework for decision-making and leadership behavior.
- > Help leaders be more effective by understanding, predicting and influencing the behavior of other people.
- > Develop untapped leadership styles and influence needed to deliver performance.

**Barr Corporate Success: Where Strategy Brings Action and Action Brings Success!**

*Let's get to work!*