

The Extraordinary Leader

Turning Good Managers Into Great Leaders

KEY OBJECTIVES AND LEARNINGS

The *Extraordinary Leader* program and process is an enhancement, not a replacement for your organization's existing leadership development approach. Workshop participants:

- Learn about a new approach to development that helps leaders successfully build on strengths.
- Utilize 360 feedback to identify key strengths and possible neutralizers.
- Create a personal development plan that focuses on building strengths.
- Learn the relationship between leadership effectiveness and bottom line results.
- Imbed leadership development in their daily, on-the-job activities and current work priorities.
- Learn about the 16 leadership behaviors that separate the highest performing leaders from the rest.

MEASURABLE RESULTS

Using the insights and tools of the *Extraordinary Leader Program*, you can expect measurable results from leadership development. Organizations that have measured changes over time report statistically significant improvements in the 360 degree feedback scores of participants. Higher 360 degree feedback scores directly correlate with superior employee retention, customer satisfaction and measures of profitability.

CLIENTS using this program include Boeing, ConocoPhillips, Wells Fargo, Veritas, General Mills, IRS, Nortel Networks, and Sandia National Labs.



The ability to lead is not just a natural gift. It is, in fact, a concrete and learnable skill that can be developed by studying and applying specific proficiencies and attitudes.

RESEARCH BASE

This program, based on the bestselling book, *The Extraordinary Leader*, by Drs. Jack Zenger and Joe Folkman, draws on **20 years of research** and data from detailed statistical profiles on more than 25,000 managers in a wide range of companies and industries.

CONTACT US

For more information, contact Terry Robert:
801.705.9498 • trobert@zfco.com

Zenger | Folkman

610 East Technology Avenue, Building B
Orem, UT 84097
www.zfco.com



ZENGER | FOLKMAN