

Leadership and Management Development Programmes



John Potter specialises in creating leadership and management development programmes which both develop the quality of the management within an organisation and help create a culture shift towards more effective ways of working.

In the past decade, he has worked with themed programmes that operate with diagonal slices in the organisation (cross functional and multi-level) and also with programmes aimed at a particular operational level within the business. He has extensive experience of operating programmes at top team level, senior management, middle management and first line management levels.

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John Potter seminars, speeches, workshops and talks have included the following topics:

1.Â Â Â Leadership at all levels.

Leadership has traditionally been the province of those at the top of organizations.Â In today's world we need leadership throughout the organization, particularly in terms of delivery at the front line, creating an effective atmosphere in the organization in terms of operational leadership and carefully thought out strategies created by the top team.

2.Â Â Â Strategic leadership

For many years, it was thought that strategic leadership was the province of the gifted and that it was impossible to develop strategic leaders.Â You either had strategic ability or you didn't.Â Â We've proved that to be wrong in today's world.Â Everyone has strategic ability and what is required are the situations and experiences to bring that ability to the surface.

3.Â Â Â Operational and front line leadership

It's one thing to have the grand strategic plan and yet something different to be able to put that plan into action on a daily basis and ensure that the front line people in the organization are in tune with the organizational values and objectives.Â Â Â Diagonal sliced course with people from several functions and several levels in the hierarchy of the organization can do much to develop the delivery effectiveness of every

4.Â Â Â Top team leadership development

If you ask people at the lower and middle levels of organizations as to whether they think their top team acts as an effective team the answer is frequently in the negative.Â Most top teams don't behave like effective teams because their work is much more ambiguous than front line work, their members are frequently guarding their 'political turf' and the leadership needs to rotate to different individuals within the team depending on the situation.

5.Â Â Â Expert negotiation skills

John Potter is an experienced negotiator and negotiation trainer with experience in commercial negotiation, property negotiation together with security situations involving hostage, kidnap and hijack situations.Â He also has experience in managing critical incidents and product extortion.

And also.....

- Unlocking human potential
- Building human energy for change
- Work life balance
- Managing pressure and stress
- Developing personal impact
- Corporate culture change
- Channelling human effort
- Creating a winning team
- Riding the roller coaster of change
- Successful change leadership
- Developing corporate creativity
- Hostage, kidnap and hijack negotiation
- Handling conflict situations
- The Humorous side of Business Psychology
- The Psychology of Success
- Developing tomorrow's leaders