

# The Practical Leader Program

The Practical Leader Program has been designed to help you lead with confidence, negotiate challenges as they come up and build a team for the long-haul to make the “people stuff” easier.

Sign up  
TODAY



BLENDING LEARNING PROGRAM



NOV 2019



LOCATION, NT

Great farm businesses need great people.

This program will help you learn how to find them, keep them and develop their skills to make your job easier.

You will learn the fundamentals of leadership; build greater influence and negotiation skills; and develop your confidence to successfully manage your team's performance.

Helping you build your own action plan, this program provides you with practical frameworks, tactics and techniques making it easy to implement change and achieve lasting results.

## What's Involved

Created as a blended learning experience this program consists of face-to-face facilitated learning, one-on-one coaching, online learning, group webinar sharing sessions and a workplace-based project.

**Pre-work:** To set you up for success you will be given an on-boarding pack with everything you need to hit the ground running in the face-to-face sessions.

**Face-to-face:** There will be three full days of learning throughout the program, supported by a workbook to guide the creation of your action plans.

**Workplace Project:** You will identify a key issue in your business, build a plan to deal with it and receive peer input to increase the chances of success when you implement it.

**Program support:** Coaching sessions and peer group webinars will be held between the face to face sessions to help you put in place what you learn.



Sign up today via [www.practicalleaderprogram.com](http://www.practicalleaderprogram.com)

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# Program Details



## The 9-month Practical Leader Program covers:

### Introduction to Leadership Fundamentals

- Understand what makes a great leader
- Re-design your role to free up your time
- Ways to achieve high quality work, faster

### Foundations of Effective Communication

- Understand your personal communication and influencing style
- Learn to adapt your style to get the most out of your team
- Develop critical skills to manage difficult conversations, confrontation and negativity

### Essentials of Negotiation

- Identify your negotiator profile to effectively manage the tough conversations
- Learn a framework for conducting good negotiations every time
- Understand how to negotiate your way out of sticky situations

### Principles of Managing Performance

- Define what success is for you and your team
- Address problematic performance and behaviours
- Develop your key people so they stay for the long-haul

## Who this is for

### Property managers and producers who are:

- Great at their 'trade' but challenged by the 'people stuff'
- Experiencing mixed results with their team
- Frustrated by dealing with conflict
- Looking for others to 'step up' so they stop having to 'carry the load'
- Keen to create a team who work well together and deliver great results

## Timing

Expressions of interest now open

Program commences with on-boarding from Nov 2019 with face-to-face training commencing in Feb 2020

## Where

NT (location to be confirmed upon interest)

## Program Costs

\$3900 + GST

(travel and accommodation not included)

MLA member subsidy \$900 per participant



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