

Leading Professionals

Experts love to solve technical problems and they are very committed to their field. They look for those technical challenges that will path their way to a promising career. Leading experts is a difficult thing to do because they oppose all interference with their expertise and they do not want to spend any time on "administrative issues". In this workshop, you will learn to lead experts by accounting for their need for technical challenges.

Key objectives

- Understanding the way experts work and think
- Acknowledging the relevance of leadership in expert organizations
- Making systematic use of leadership tools
- Limiting yourself to the use of a small number of tools
- Actively shaping meetings
- Expanding your personal repertoire
- Identifying your personal strengths and weaknesses when guiding conversations

Course content

- Helpful steering tools for guiding experts
- Dedication – both a blessing and a curse
- Avoiding demotivation among experts
- Conversation techniques involving experts
- Short and succinct meetings
- Focused leadership practice
- Handling difficult employees
- Communication in emotionally difficult situations
- Conversation techniques for delivering negative feedback

Who should attend?

Managers who have experts reporting to them and who want to learn about effective ways of leadership. Experts who lead other experts and who want to use their limited time budget for leadership activities as effectively as possible.

Your benefit

You will learn to understand how experts work and think and you will see that experts, from their own perspective, act very rationally. You will practice the use of tools for guiding conversations, which will help you get to the point very quickly.

Methodology

- Introductory presentations
- Knowledge exchange among attendants
- One-on-one work and group work with personalized exercises
- Practical role-play
- Intensive work on participants' personal questions
- Peer-to-peer consultation
- Exercises and feedback in learning groups

Organisation

- Maximum number of participants: 12
- This workshop can be booked as an in-house event.
- Duration: 3 days
- A, D, CH & CEE-Countries

"I think that from now on, I will be much less annoyed about things and I will try to support my experts instead."

Participant quote