

From Control Driven Management To Self-Driven Leadership



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Traditional Management

**Human beings are fundamentally lazy.
Trust is good but control is better.**



Leadership Paradigmshift

Human beings intrinsically want to contribute.

Trust equals speed.

Human beings are fundamentally lazy.

Trust is good but control is better.



MOTIVATION

KNOWLEDGE

SKILLS

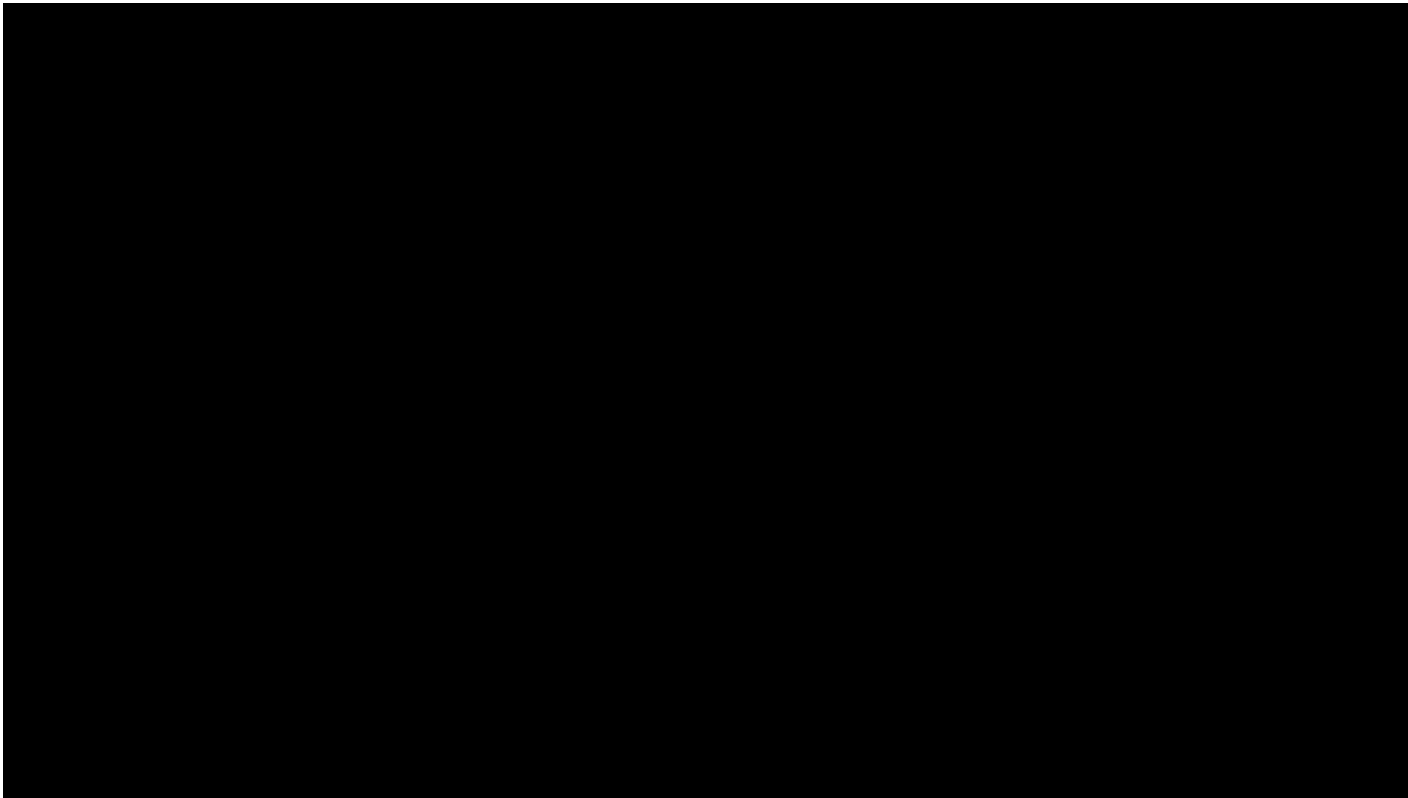
Motivation



Rewards

Punishment

Motivation



Relateness

Autonomy

Mastery

Purpose

Extrinsic vs Intrinsic



COP Management

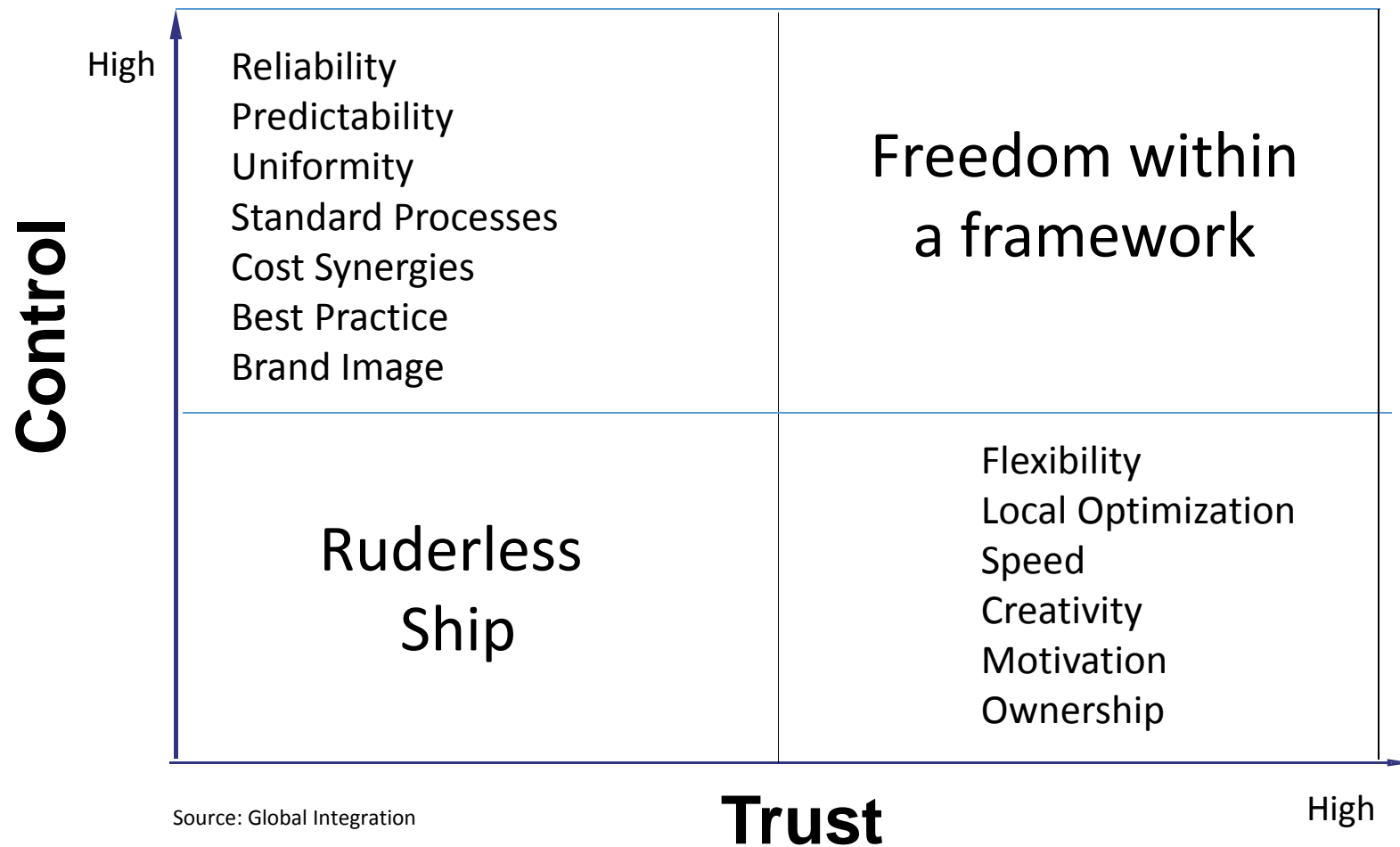


C ontrol
O rder
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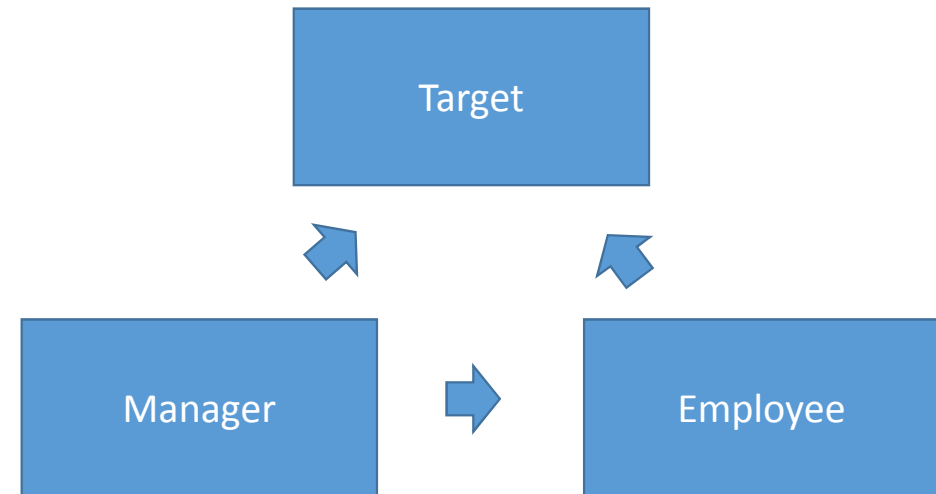
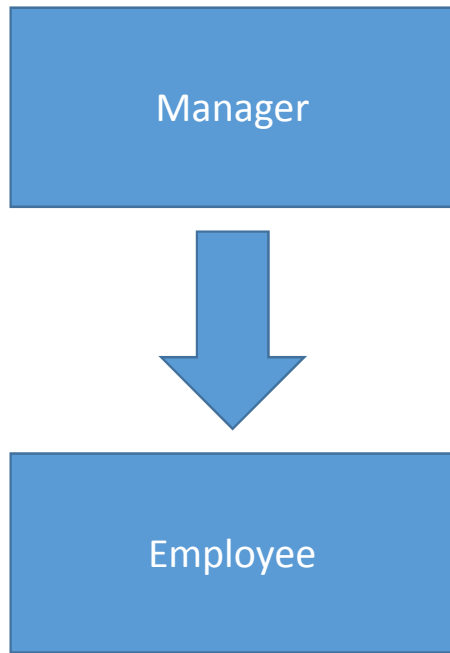
ACE Leadership



A lign
C ommunicate
E mpower



Leadership Paradigmshift



Leadership Paradigmshift

Traditional - Management:

Supervisor – Control – Fear based



Evolved Leadership:

Enabler - Support –Trust based



Mange, Coach and Lead – Training 3 days

Manage

- SMART Goal setting
- Giving Feedback
- Managing Low Performance
- Conflict handling
- Assertiveness & consequences
- KPI's and follow up

Coach & Lead

- Vision, mission and values
- 6 levels of delegation
- Situational leadership
- Intrinsic motivation
- Coaching for performance
- Teamwork

**WHEN I TALK TO MANAGERS
I GET THE FEELING THAT
THEY ARE IMPORTANT.**



**WHEN I TALK TO LEADERS
I GET THE FEELING THAT
I AM IMPORTANT.**

Thank You Very Much

deutsch english

Leadership & Strategy
Development

Manage, Lead & Coach

Vision & Strategy Workshop

SustainAwareness

Personal Leadership

Working Global

E-Learning - Teknomics

Additional Offerings



Leadership &
Strategy

Personal
Leadership

Working Global

E-Learning



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Viable strategies for the future
more...

- We help leaders to succeed in today's complex business environment and we develop viable strategies for the future.
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- We improve remote and intercultural cooperation and communication and we speed up complex matrix organizations.
- We offer E-Learning solutions for PC's as well as mobile devices and Learning Management Systems for your business.

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