

# BEHAVIORAL LEADERSHIP CUSTOMIZED EDUCATION ONLINE TRAINING

Building Deliberate  
Leadership Skills



Aubrey Daniels International (ADI) offers a 2-day customized Behavioral Leadership workshop that integrates training in effective coaching tactics with behavior-based tools for promoting Discretionary Effort®.

This proprietary and customized event combines two of ADI's proven offerings: Behavioral Leadership and Coaching for Rapid Change®. Using this approach allows participants to both accelerate change and make it stick.

What develops and endures as an outcome from attending this working session is a new organizational capability that can then be directed at any challenge or results target your organization identifies.

## OVERVIEW

This working session is quick and efficient in helping participants learn about and manage change of all kinds. You will learn practical skills in how to pinpoint, measure, provide feedback, reinforce improvement, and evaluate both the desired results achieved and the behaviors required to achieve those results.

In addition, this customized session incorporates *behavioral shaping* to help coaches and those in their influence get better at what they do, by putting them into contact with natural reinforcement (e.g. success) for conducting their roles in a more effective manner.

## REGISTRATION

**\$1300/participant** (*materials included*)

Delivered using Zoom video conferencing. Materials include a Behavioral Leadership Handbook, Participant Notebook and *Bringing Out the Best in People* eBook.

*ADI can deliver this live online training event for your company with a minimum of 4 and a maximum of 12 people. Contact ADI for details.*

 **678.904.6140**

 **info@aubreydaniels.com**

 **www.aubreydaniels.com**

# BEHAVIORAL LEADERSHIP CUSTOMIZED EDUCATION ONLINE TRAINING

The Coaching for Rapid Change® process is a systematic process for developing a coaching culture. This structured coaching process includes:

- Planning
- Touchpoints
- Data Collection
- Evaluation
- Structured team coaching debrief, analysis and refinement sessions

By offering customization for this working session, ADI is able to address the unique challenges faced by your organization.

## BEHAVIORAL LEADERSHIP IMPLEMENTATION

The Behavioral Leadership Session provides the initial training and next steps for Behavioral Leadership implementation. ADI typically provides follow-up implementation coaching support to individual leaders and leader teams after this session. The purpose of the follow-up coaching is to turn key concepts into leadership practices and then convert those practices into more effective habits.

The coaching support involves guiding correct practice, providing real-time feedback on observations, and facilitating the positive accountability or Coaching Debrief Sessions. The output of these sessions will be specific recommendations to help integrate the technology into daily management processes. This is how behavior change really occurs and sustainability is achieved. These discussions initially concentrate on designing and executing coaching plans and, subsequently, on other systemic issues to ensure that this technology of pinpointing, measuring, feedback, reinforcement, and evaluation is built into the way work is done.

## WHAT YOU WILL LEARN

By the end of this session, you will be able to:

- Identify and address the behavioral causes of performance challenges
- Maximize success of current strong performers
- Pinpoint key business results and critical behaviors that impact those results
- Deliver quick and precise coaching that helps performers to improve and drive the needs of the business
- Structure your day to include ten minutes of targeted touchpoint coaching

## WORKSHOP FORMAT

This training event is delivered live in either two full-day sessions or in four 4-hour sessions using Zoom video conferencing. Interactivity includes video group discussions, polling, and Zoom breakout room assignments. To ensure everyone's active engagement, all attendees are required to participate via live video. Materials a Behavioral Leadership Handbook, Participant Notebook and *Bringing Out the Best in People* eBook.

### ADI

Regardless of your industry or expertise, one thing remains constant. People power your business. Since 1978 Aubrey Daniels International (ADI) has been dedicated to accelerating the business and safety performance of companies worldwide by using positive, practical approaches grounded in the science of behavior and engineered to ensure long-term sustainability. ADI provides clients with the tools and methodologies to help move people toward positive, results-driven accomplishments. Our clients accelerate strategy execution while fostering employee engagement and positive accountability at all levels of their organization.