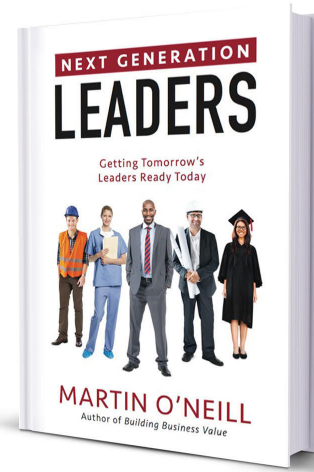


# NEXT GENERATION LEADERS

FOR TEAM LEADERS, PROJECT MANAGERS AND PROGRAM MANAGERS



## Developing Dynamic Leaders for Tomorrow's Exceptional Companies

Developing the next generation of leaders is one of the primary responsibilities of an organization.

### Staff Leadership

Participants will discover how to find, hire and develop engaged, entrepreneurial employees. They will learn the practices of leadership and uncover the tools and techniques for building high performing teams.

### Client Leadership

Each participant will understand the critical importance and the techniques involved in developing a trusted advisor relationship with each of your company stakeholders. They will learn to manage difficult behaviors and find more effective ways to communicate.

### Growing the Business

The successful leader must also know how to serve current customers and build a sustainable business. The program enhances customer intimacy while extending and expanding the business base. Participants will learn about customer touch points and become more effective speakers.

## The NGL 12-Course Program

NGL is a 12-course program, logically divided into three tracks. Each 60- to 90-minute course consists of 3-6 online lessons that contain multiple formats to keep participants engaged, along with a final review assessment.

### 1 STAFF LEADERSHIP

- Leading Change
- Leading Teams
- Developing a Culture of Ownership
- Finding and Keeping Engaged Employees

### 2 CLIENT LEADERSHIP

- Becoming a Trusted Advisor
- Leading Stakeholders
- Handling Difficult Behavior
- Getting Your Point Across and Making it Stick

### 3 GROWING THE BUSINESS

- Customer Touch Points
- Connecting – Building Relationships
- Extending and Expanding the Business
- Becoming an Effective Speaker

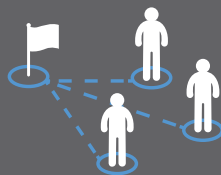
**67%**

of companies said they needed to entirely revamp their middle manager development program\*



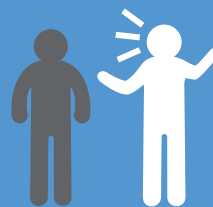
**15%**

of North American companies felt they had enough qualified successors in the pipeline for their key leadership positions\*



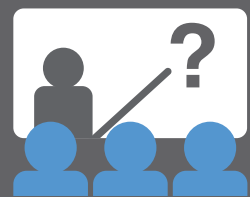
**48%**

of CXO's say their direct reports do not have the skills to assume greater leadership roles\*\*



**50%**

of CXO's in waiting say they have little or no access to leadership training\*\*



\* Source: 2012 Harvard Business Review global survey of managers and leaders

\*\* Source: Deloitte Business Confidence Report 2014

# NEXT GENERATION LEADERS

## What You Can Expect

Participants will receive a variety of course content materials:

- Each course is delivered in a Learning Management System (LMS) that can be accessed via any internet-connected device.
- Progress and participation is tracked and reported to management.
- Courses are released monthly for twelve consecutive months.
- Sponsors receive a “Monthly Cliff Notes” video of the material to be covered.
- Participants will receive a weekly motivation leadership email.
- Participants receive the Next Generation Leaders book and workbook.

## Integrating Learning with Work

Unleash the potential of your emerging managers.

- Leadership development depends just as much on practicing leadership (**Doing**) and changing one’s mind-set (**Being**) as it does on learning new concepts (**Knowing**).<sup>†</sup>
- Deepen your commitment to your next generation leaders with a program that teaches participants 12 new concepts, shifts their mind-sets and gives them the opportunity to apply that learning in a real-world practical setting.

<sup>†</sup> *The Handbook for Teaching Leadership: Knowing, Doing and Being* – Harvard Business Press 2011

*“The NGL program is fantastic! It is a perfect way to foster a management mentoring program for my team. Members of my company take the class and each month we review what they learn. It is getting everyone involved thinking about how we can not only be better managers, but better leaders. It is easy to follow, reinforces concepts and uses real life examples. Overall it has completely improved the mentality of the future leaders of my company. It has been great for teaching and for team building.”*

— Anna W. Gavin  
President, Fireline Corporation

**Get Started Today!**  
**Contact Your Local Representative**



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**Phone:** 877-923-0054

**Website:** [www.SevenStarHR.com](http://www.SevenStarHR.com)