MANAGER PATHWAY

1 KICK START

Fiona Lander Leadership Series

Engage your team - 6.48
Setting standards - 5.22
Focus on performance - 2.59
Management communication impacts performance - 3.18
Managing underperformance - 5.45

2 POWER UP

Training & Coaching

Mentoring : when & why to use it - 3.10
Nurturing talent - 4.05
Coaching : when & why to use it - 3.10
Delivering excellent training - 3.48
Coaching on the job - 13.01

Expert Reflections on Leadership

Challenges of a billing manager - 10.13
Change is good - 5.41
Standing out from the crowd - 8.29
Motivating your team - 4.41

Self-Awareness for Leaders *

An introduction to self-awareness -1.33
Learning styles
Understanding yourself - 1.03
My emotion balance sheet
Emotional intelligence - 2.52
Personal effectiveness - 1.27
Unconscious bias -7.07
Avoiding bias - 2.57

Self-Management for Leaders*

Management of self: Introduction - 1.38

Time management - 6.50
The Eisenhower Matrix
My time
The importance of personal development - 3.51
My personal development - 3.00

3 INVIGORATE

Greg Savage Leadership Series: Communication & Effective Working

10 Golden rules of communication for Managers 1 - 13.21
10 Golden rules of communication for Managers 2 - 11.30
Building a team that enhances productivity - 13.08
Personal organisation for billing managers - 13.52
Coaching on the job - 13.01
Meetings that add value - 5.53
Effective public speaking for managers 1 - 8.24
Effective public speaking for managers 2 - 6.33

Jonathan Campbell's Expert Social Media Tips

Recruitment SEO - 5.12
Sourcing on social - 5.38
Using Twitter to recruit - 4.43
Social business development - 5.43

4 INTENSIFY

Greg Savage Leadership Series: Achieving High Performance

Shift your attitude & strategy - 23.34
Create a social recruitment company - 12.04
Reach performance potential - 17.58

*The average duration for episodes in the courses with a * is 25 minutes, which includes video content and time required to compelte other input and reflective elements.*

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MANAGER PATHWAY

Managing underperformance - 13.29
Performance and manager reward - 7.48
Common mistakes in people management - 18.21
How to invest your time as a leader - 17.52
Manage KPIs & Train People - 14.53
The Advantage of Technology - 8.35

Decision Making & Problem Solving for Leaders *

Decision Making Introduction - 1.41
Personality & Decision Making -2.33
Problem Solving - 8.06
Rational & Organic Approaches to Problem Solving - 3.03
The Fishbone Diagram Tool for Problem Solving - 4.12
Flawed Decision Making is Dangerous - 3.02

LEVEL 5 — STRENGTHEN

Greg Savage Social Media Series: Hiring Talent

Recruiting in the future - 16.38
Hiring talent - 10.46
A future strategy - 10.56

LEVEL 6 — REGENERATE

The Savage Business Growth Accelerator

Creating a sustainable business - 18.36
Grow your business - 13.03
Planning - 10.02
Positioning - 12.35
People - 25.29
Product - 11.07
Leadership is action - 21.00
Pleasing - 19.30
Promotion - 22.25
Prospecting, Performance & Persistence - 21.11

LEVEL 7 — REJUVENATE

Building Relationships & Trust for Leaders*

Building Relationships & Trust - 6.16
Standing Out from the Crowd - 8.21
Giving Valuable Feedback - 7.09
A Corrective Coaching Framework
Common Mistakes in People Management -18.21
Manage KPIs & Train People - 14.53
Active Delegation - 5.52
Feedback & Delegation

Effective Communication for Leaders *

An Introduction to Communication - 6.18
The Power of Questioning & Listening -9.17
Team Briefings - 3.00
Conflict Resolution - 2.27
Communication Tool Kit
Leadership Style Questionnaires
Leadership Approaches - 5.09
Effective Management Communication

LEVEL 8 — JUICE MASTER

Leading Change & Driving Development*

An Introduction to Leading People -2.48
Purposeful Development - 5.39
Driving Development - 9.11
Leading Change - 6.19

Leading High Performance*

Motivating Others - 1.45
A Motivation Theory - 5.13
What's the Goal? - 2.37
Balancing Team & Task - 3.33

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