



# LEADERSHIP/INFLUENCE

Special Focus Area

## lead·er·ship [lee-der-ship]

*noun*

1. a person who guides or directs a group;  
**Synonyms:** administration, management, directorship, control, governorship, stewardship, hegemony
2. ability to lead.  
**Synonyms:** authoritativeness, influence, command, sway, effectiveness, clout
3. an act or instance of guidance; direction



The Leadership/Influence Task Force of The Chamber of Commerce sought to design a leadership program that addressed further leadership skills for a demanding future. What the group created was **CLIMB** - a program that **Cultivates, Leads, Inspires, Motivates** and **Builds** upon the basic skills and qualities the participants might already possess. We are excited about the redesigned program and objectives, and invite you to **CLIMB** with us!

In today's world, business leaders are challenged to be more productive and proactive in their business and engaged in their communities than ever before. An important part of those challenges is having the proper set of skills to deal with unique situations, that is when leadership shines. The Chamber of Commerce takes this responsibility seriously and is excited about providing this service to the future leaders of our service area.

The program is divided into three major themes:

- Understanding the concept of leadership skills, what skills are essential, and how & when to use them
- Understanding the regional business climate
- Envisioning the future for our area





In these sessions, students will learn their personal leadership style, skills, behaviors and philosophies and develop them into their daily lives to become **more effective leaders**. The Class will meet current community leaders and hear how they are addressing important issues, as well as tour local facilities to get a first-hand experience of our economy. This program is a must for any current or emerging leader in **your** organization.

At the end of the program, you may be inspired to take on a leadership role that helps to solve those issues that matter most to the community. Even more importantly, you will have a collection of Leadership Alumni to call upon for future projects or problems that you face in the business world. You'll have a wealth of resources within your reach.

**CLIMB** will be held the 3<sup>rd</sup> Tuesday of every month from September 2018 - May 2019, unless that date falls near a holiday. Sessions will be held at various area locations from 8:00 am - 5:00 pm, unless otherwise scheduled.

## TOPICS WILL INCLUDE:

### OCTOBER 16, 2018 - CLASS ORIENTATION

#### Leadership Skill - *Learning Your Individual Style*

Designed to improve the participants' interactions with co-workers and customers, thereby increasing productivity and customer relations. Participants complete a self-assessment using powerful and effective tools for understanding the motives and values that drive behaviors. Topics include: Strength Deployment Indicator (SDI)

### NOVEMBER 20, 2018 - EDUCATION

Examine current challenges facing the education system; learn about future opportunities from leaders in the academic environment that include our surrounding public schools (*Middletown, Monroe, Madison, Edgewood*) and post-secondary institutions (*Butler Tech, Cincinnati State, Miami University*)

#### Leadership Skill - *Effective Communications*

Designed to increase confidence and competence in communications and provide processes and techniques for one-on-one conversations, informal and formal meetings and work sessions. Participants experience real-time skills practice, coaching and feedback. Topics include: Crucial Conversations, Listening, Self-Assessment and Communications Climb



## DECEMBER 18, 2018 - WRIGHT-PATTERSON AIR FORCE BASE

Learn the importance of WPAFB to the Air Force, the state of Ohio and our region. You will receive a tour of area A or B.

### Leadership Skill - *7 Habits of Highly Effective People & Time Management*

No matter how competent a person is, sustained and lasting success depends on the ability to effectively lead yourself, influence, engage and collaborate with others—and continuously improve and renew your capabilities. Participants will learn the seven habits at the heart of **team, organizational and personal effectiveness.**

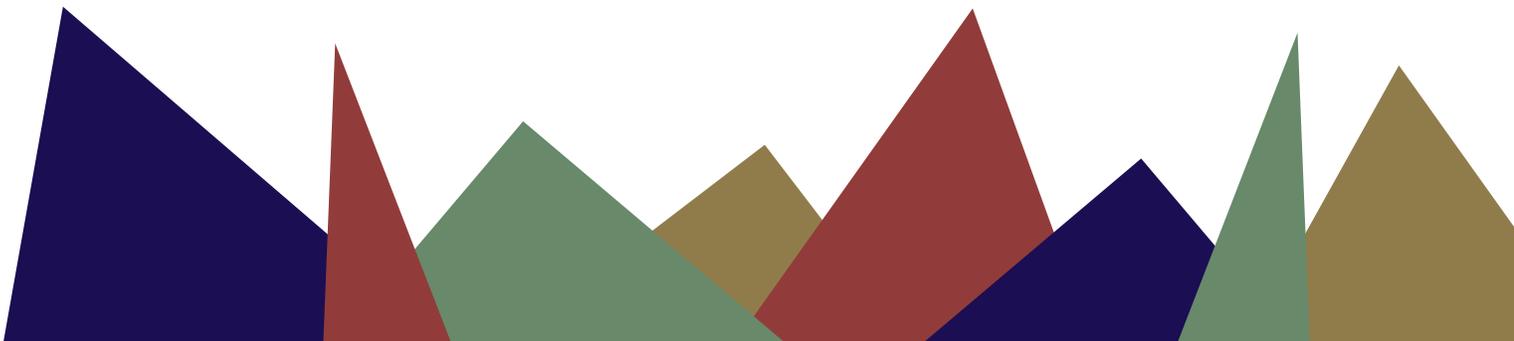
Learn to identify the most important tasks and key time wasters. Discover new ways to allocate and manage time and deal with challenging deadlines and workloads. Also learn techniques to help teams move from feeling overwhelmed and spinning their wheels to taking action. Topics include **Covey's Time Management** model.

## JANUARY 15, 2018 - LEADERSHIP SKILLS

### Leadership Skill - *Conflict Management & Stress Management*

Equips participants involved in conflict or intervening in conflict with the knowledge and skills needed to **recognize, evaluate and resolve** conflicts in person-to-person as well as group situations. Participants build skills and practice proven strategies that diffuse conflict, build relationships, and increase knowledge of individual conflict styles. Topics include: Conflict Models and Self-Assessment

Participants learn how to cope more easily with heavy workloads, demanding expectations, and the daily dramas that cause stress and burnout. Learn tools and techniques to allow you to spend more time being focused and productive and less time feeling annoyed or frustrated.





## **FEBRUARY 19, 2019 - INDUSTRY**

Examine why industrial companies select this area for expansion; understand the impact that industrial employers have on our economy. The day also includes a tour of an industrial facility.

### **Leadership Skill - *Emotional Intelligence and Critical Thinking***

Emotions are all around us in the office, and it's important for leaders to understand how to harness them to cultivate productivity and positive relationships. Participants experience how to develop emotional intelligence to better lead teams, work with peers and manage upward. With globalization and the increased speed of business, employees at every level are facing a complex flow of information. Good decisions require focusing on the most relevant information, asking the right questions, and separating reliable facts from false assumptions—all elements of Critical Thinking.

## **MARCH 19, 2019 - HEALTHCARE**

Learn the challenges facing health care providers and understand the challenges for consumers of healthcare; includes a tour of Atrium Medical Center.

### **Leadership Skill - *Situational Leadership***

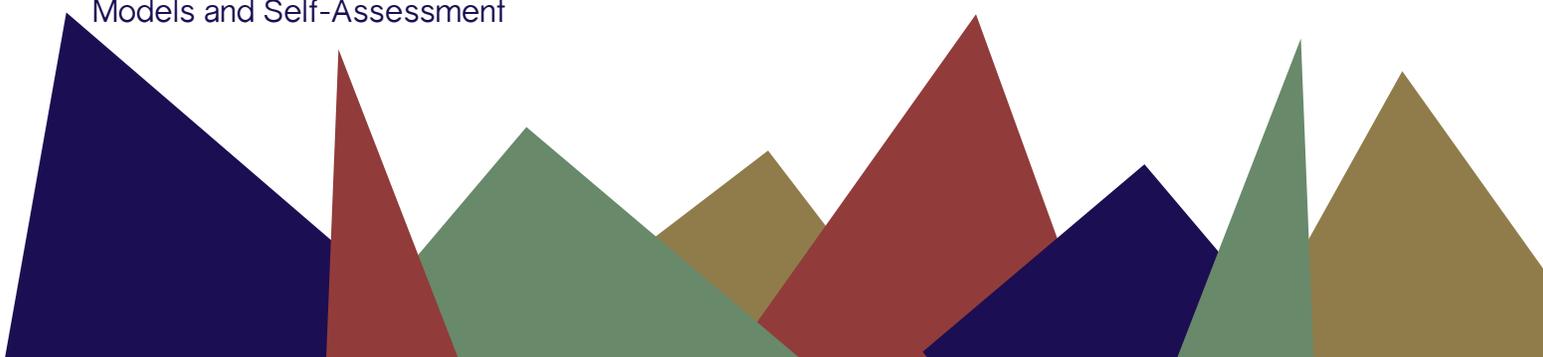
Provides participants with a complete understanding of Situational Leadership® concepts and use of the model. Enhances knowledge of, and relationship between, leadership, employee readiness levels and performance. Equips participants with the knowledge, skills and methods necessary to lead others in a manner supportive of today's work environment. Topics include: Self-Assessment

## **APRIL 16, 2019 - LOGISTICS**

Understand the latest trends in the transportation and logistics industry, how consumer demands are changing the way businesses approach development, and what this means in terms of job growth in our region. The day also includes a tour of Home Depot and Kohl's.

### **Leadership Skill - *Dealing with Change***

Designed to provide a straightforward approach to dealing with the effects of change and maximizing effectiveness during implementation of a change initiative, resulting in a reduction of the amount of anxiety, ambiguity and unproductive time associated with change. Topics include: Resilience, Change Models and Self-Assessment





## **MAY 21, 2019 - LEADERSHIP SKILLS**

Learn how city infrastructure leads to commercial development; examine the economic strategy for our region. The day will also include a tour of MillerCoors.

### **Leadership Skill - *Skills for Leading Teams***

Provides participants with the knowledge, skills and tools necessary to lead or facilitate process improvement, problem solving, and short-lived project teams. Topics include: Stages of Team Development, Achieving Consensus, Decision Making, Goal Setting and Action Planning

## **JUNE 6, 2019 - GRADUATION CELEBRATION**

Program to include lunch - Monthly Business Luncheon

