



# Ros Taylor Masterclass Series

Autumn 17 @ IoD Scotland,  
10 Charlotte Square, Edinburgh, EH2 4DR

## Who should attend?

This series of 6 half day (9-1) master-classes aims to provide practical learning and focuses on the different behaviours and skills needed to be effective on boards. Of relevance to individuals who are currently directors and those about to be appointed within the private, public and Third Sectors, this series is for those serious about their professional development. The workshops can be taken independently and may be particularly relevant to those who have previously attended an IoD Scotland's 'Role of the Non-Executive Director (NXD)' workshop or 'Boardroom Experience' events.

*"Really good enthusiastic, knowledgeable and insightful trainer with the ability to encourage peer-to-peer learning in the group. I would highly recommend this masterclass series."*

*Director Private Sector*

## Workshop Content

### What kind of leader are you? 23<sup>rd</sup> August

There is no template for a leader. All are different as everyone has their own strengths. However these strengths need to be uncovered. This workshop explores participants' preferred leadership styles and how they can make the most of them. Of course we are required to interact with other styles and coping with that diversity will be addressed here.

- Issues facing the modern leader
- Personal profiling and results
- Understanding the four leadership styles
- Coping with diversity and inclusion
- Visual explorer exercise for additional insights

### Leading from the front 20<sup>th</sup> September

A leader requires a strategy and a vision for the division, team or company to move forward and also a focused way to communicate that strategy. This part of the program looks at the leadership skills necessary to make your strategy memorable and do-able for others. This workshop also includes how to be more charismatic and inspirational.

- Establishing major business goals
- Outlining a strategic vision
- Researching your clients and competition
- Avoiding decision making glitches
- Implementing a strategy
- Establishing a review process

### Confident Leadership 4<sup>th</sup> October

Leaders stumble without confidence and organisations suffer as a result. What confidence is and how can you get more is the aim here. Also in this session the use of power as a leader will be explored. Where it comes from and how best to deploy it will be a focus of this revelatory workshop

- What does it look like and why you might lack confidence?
- Who are you anyway? Personal profile and branding exercise
- Power review with questionnaire and personal feedback
- The ingredients of confidence revealed

### How to influence others & handle challenging people – 24<sup>th</sup> October

Influencing skills are essential for good leadership as the job ceases to be about you and all about those working with you. Learn about the latest research which reveals the persuasion techniques that really work.

The skills to handle even the most challenging people will be outlined and practiced in this workshop.

- Working out who are your priorities to influence
- The 8 skills of influencing
- The 5 Step Process for handling a difficult person
- Behavioural analysis using the Interpersonal Influence Inventory
- Practicing the skills for success



### Leading Innovation – 14<sup>th</sup> November

‘Creativity will be the biggest determinant of company success this century’. So why leave creativity to artists? We are all creative! Doing things differently to gain edge, to gain business advantage is in the grasp of all of us. But how to go about it is the challenge. This workshop addresses the following:

- The ability to come up with new ideas to move your business forward
- Understanding what happens when you have an ‘aha’ moment so that you can have more of them
- Creating a work environment that helps ideas flow
- Learning a quick and easy way to solve problems with your team
- Twisting, noodling and hatching- the language of the new creatives!
- Leading exciting meetings that produce doable outcomes

### Making an impact for Business Presentations – 23<sup>rd</sup> November

How to put a presentation together speedily without jeopardising quality. How to be relaxed enough to focus on the audience not your beating heart.

This workshop will help participants to present to any size of group and have a rewarding, enjoyable experience.

- What makes a good business presentation?
- The nature of body language- the essential components to make an impressive impact?
- The Magic Process for speedily constructing effective business presentations
- An introduction to Mind- Mapping
- How to involve an audience
- Relaxation and visualising success
- Practise, practise, practise

### Costs

- Each half day workshop (9 – 1) costs £175 ex VAT for IoD members and £195 ex VAT for non-members
- The complete series of 6 half-day workshops may be booked at the reduced rate of £1,025 inc VAT for IoD members and £1,175 inc VAT for non - members

*“The workshop has helped me understand more about the traits of my personality that drive my leadership, and how to make the most of these (and develop others)”*

*Director – Third Sector*

### Delegate Details

Post your form to the address below or email to [director.scotland@iod.com](mailto:director.scotland@iod.com)

What kind of leader are you? (23/08/17)		Leading from the front (20/09/17)	
Confident Leadership (04/10/17)		How to Influence others (24/10/17)	
Leading Innovation (14/11/17)		Making an impact for Business Presentations (23/11/17)	

Name:				IOD No:	
Company:					
Address:				Postcode	
Tel:		Email:			
Special dietary / access requirements:					
How did you hear about these workshops? (please delete) Email/Magazine/Colleague/Other (please specify)					
I enclose a cheque made payable to “The Institute of Directors” for £ ____				Please send me an invoice	