



# Practical Leadership

Learn the essence of leadership principles and tools that work.

Attend a unique, concise executive learning programme in a relaxed and inspiring environment.

A unique Business Excellence education for managers in the private and public sectors.

**C**laus Møller  
CONSULTING

*“... This is **world-class** communication. I have never experienced anything quite like it. The content of the programme was logical, interesting and extremely relevant. The environment was second to none. The quality of the materials was convincing – a truly practical toolbox. The programme is also highly suitable for the entire management team in the same organisation.*

Jens Andersen, Business Area Director, NORDANIA LEASING

## Benefits of attending Practical Leadership:

- You will learn what it takes – in addition to professional skills – to achieve success in any organisation and in any team.
- You will learn to manage your organisation or your team, so that you will attract the right employees and retain them.
- You will learn how to inspire your staff to mobilise energy, pull together and bring out their best – even in times of crisis.
- You will learn how to get your staff to work with and not against a change process.
- You will learn what it takes to be able to add value to all activities and achieve the best yield of any investment in time, money and knowledge.
- You will learn how to build and maintain the best relationships with your own, your team's and your organisation's stakeholders.
- You will learn how to earn the loyalty of the organisation's staff, clients, suppliers and investors.
- You will learn what you as a leader should do to create a working environment characterised by trust, openness, pride, commitment, responsibility and initiative.



Aleš Trunk, spec. manag., is involved in management development with organisations since 2000. He works with company board members, directors and staff members in their personal, business and organisational development.

He works for a large number of international companies in the EU, in industries ranging from IT services, banking, pharmaceutical, automotive, service and hospitality. Among the clients he worked with internationally are Sandoz, Schindler Group, Erste Group, Abbott Laboratories, Sumida Corporation, Mol group, Danfoss, and Konica Minolta. He worked with Health Insurance Commission, Australia on national healthcare projects in Slovenia in 2004.

Aleš is a senior consultant and Vice President of Claus Møller Consulting (CMC). He found Evoli, Centre for Excellence in Management (Evoli Management) in 2007 in Slovenia, which is also part of the CMC and responsible for business development in the Region. Aleš offers extensive teaching and consulting projects to the clients especially on people and successful organisations, HRD processes, organisational digitalisation projects with regard to people skills and competences.

Aleš Trunk invented a JellyTeam product in 2015, which is a company culture recognition tool available for improving managerial behaviour and team leadership. Details are available through [www.jellyteam.com](http://www.jellyteam.com).

Aleš cooperates in management development with Rochester Institute of Technology in Croatia ([www.croatia.rit.edu](http://www.croatia.rit.edu)). Aleš is director of Evoli, Center for excellence in management.

*“Never have I learnt so much practical leadership in such a short time as on this programme. I was able to apply everything in my day-to-day life”.*

Bjarne Gjørup, Man. Dir.  
TOP-TOY A/S

*“... All the examples reflected topical incidents in my own organisation, where previous knowledge of these practical tools would have led to better decisions.*

Peter Aggersbjerg, Man. Director,  
TYTEX A/S

We wouldn't dream of letting a pilot fly a passenger aircraft without a flight certificate. The consequences would be disastrous. Nor would we allow doctors, IT specialists, engineers, painters and chefs to do their jobs without the right education. Nevertheless, managers without any leadership training are asked to lead others. This can have disastrous effects on the organisation like loss of clients, loss of staff and money or an unfortunate image and bad decisions, poor communication, frustration, lack of trust, stress and conflict.

**Just like it is necessary to teach a pilot to fly, it is necessary to teach a leader how to lead.**

# Practical Leadership

## Your benefits from attending

You will gain insight into practical leadership skills, which would normally take years of experience to acquire. You will learn how to implement and live the principles of practical leadership and create better results. You will learn to see problems as opportunities. You will learn to take decisions you dared not take before. You will increase your career opportunities. You will contribute to and profit from the international network that you will become part of. You will get new energy and lots of inspiration.

## The approach

The approach is informal, open, relaxed and inspiring. The education is interactive and multiple learning approaches are used: lectures, discussions, workshops, tests, exercises and games. The participants spend most of the time together; they take their meals together and enjoy socialising and the informal discussions outside the learning sessions.

## Participants' materials

For each learning module, the participants receive extensive documentation like books, tests, checklists and other tools.

**Number of participants:** Maximum of 20.

## Contents of education

This leadership education is focused on how to solve specific problems and achieve results in day-to-day life. You will get concrete advice and practical tools to identify and develop your own potential as a leader. The contents reflect the experience that Claus Møller has gained through many years of successful work with managers, teams and organisations in all lines of business in more than 40 countries. The education builds on principles that work in all cultures, countries, lines of business and organisations at any time. The following 4 main elements are covered:

## MANAGEMENT

- Management concepts
- Your role as a leader
- The management process
- A special company culture, characterised by everyone's commitment, responsibility, loyalty and initiative: "Employeeeship"
- Winner teams: "Teamship"
- Organisational vitality
- Tools for management and organisational development

## PRODUCTIVITY

- The productivity concept and the productivity process
- The art of managing time
- Life Management – psychological time conceptions

## RELATIONS

- Stakeholder Relationship Management
- The relationship process
- The human capital
- Personal emotional intelligence. You will test your own emotional intelligence
- The emotional intelligence of the organisation and the team
- EI tools – effective tools to measure and develop emotional intelligence
- Emotionally intelligent management

## QUALITY

- The quality concept
- The quality process
- Personal Quality
- Team Quality
- Product and service quality
- Company quality

*"... The content represents **new, relevant knowledge of practical leadership**. The training environment is unique. The theory is in order, and the messages are professionally founded. The examples are down-to-earth and can be applied by the participants immediately after the seminar. Management becomes a "non-professional subject", a discipline in itself that should be learned by everyone who is involved in the company management process in the private and public sectors – and by all politicians."*

Erik Johnsen, Professor, Oecon dr., dr.h.c., CAMS, Copenhagen Business School





# Practical Leadership

is focused on the real world –  
where everything does not go by the book!

## About Claus Møller Consulting

Claus Møller Consulting is a consulting company specialised in developing and delivering executive learning programmes, consulting and coaching services.

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**Claus Møller Consulting**

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