



**Learn the essence of leadership principles and tools that work. Attend a unique, concise executive learning programme in a relaxed and inspiring environment.**

# **Practical Leadership**

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



“... 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:

- ▶ 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 since 2002, working with top management of various companies in their organisational development, transformation and business excellence. He worked with international consulting companies and schools, Health Insurance Commission, Australia and Rochester Institute of Technology. In 2007 Aleš founded IHMD, consulting agency for healthcare management development, which had merged with company Claus Møller Consulting. Since 2009 he cooperates with Claus Møller, a leading author and pioneer in management, and is further developing General Business Excellence model, concepts of Emotional Intelligence, Employeeship, Quality Management. Aleš continues the author's work in the field of organisational excellence in the international environment.

“... 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*

“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*

“We wouldn't dream of letting a pilot fly an 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.”

Claus Møller

# 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, including digital.

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: "Employeeeeship"
- ▶ 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

“I've experienced the PL seminar – both as a guest speaker and as a participant with my wife. The content is so solid, relevant and useful in practice that I can warmly recommend it to all managers and board members. Claus Møller really knows what he is speaking about. He has created the results himself, which he can help others create.”

Waldemar Schmidt, former CEO of ISS and professional board member

# **Practical Leadership**

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

Claus Møller Consulting (CMC) helps companies, teams and individuals to develop their competencies in four main areas: productivity, relationships, quality and leadership. CMC provides seminars, e-courses, consultancy services, books, on-line tools, and a learning venue.

CMC offers knowledge and unique learning experiences based on ground-breaking concepts in the areas of Leadership, Productivity, Time Management, Quality Management, Service Management, and Emotional Intelligence.

**C**laus Møller  

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CONSULTING

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