



## Building & Leading High Performing Teams

09 - 13 Dec 2024  
Paris (France)



# Building & Leading High Performing Teams

**Ref.:** 15467\_309020 **Date:** 09 - 13 Dec 2024 **Location:** Paris (France) **Fees:** 4900 **Euro**

## Introduction:

No matter how knowledgeable and competent its members may be, a dysfunctional team will undermine organizational goals, sap morale, and waste effort. This course focuses on the critical roles of team leader and middle manager in harnessing their team's potential and introduces and practices techniques for moving the team to peak performance.

## Targeted Groups:

- Experienced team leaders
- Junior/middle managers
- Supervisors

## Course Objectives:

At the end of this course the participants will be able to:

- Understand your role as a leader
- Identify and leverage talent within the team
- Engage and motivate the team with shared vision and values
- Establish clear objectives and standards of performance for their team
- Measure and manage team performance
- Manage and use conflict and challenge
- Optimize team flexibility and commitment

## Targeted Competencies:

- Leadership skills
- Team management
- Performance management
- Communication skills
- Emotional intelligence
- Delegation and empowerment

## Course Content:

### Unit 1: Teams and Their Leaders:

- Teams, leaders and managers
- Key leadership tasks
- Influence, authority and power
- Leadership styles and style flexibility
- Self-awareness
- Emotional intelligence and rapport

## **Unit 2: Vision, Direction & Alignment:**

- Creating a shared vision
- Aims, objectives and goal alignment
- Developing meaningful objectives and indicators
- Divergent approaches to problem-solving
- Communicating a compelling vision
- Delivering challenging messages

## **Unit 3: Team Dynamics:**

- Team development
- The sociology of the team
- Characteristics of high-performing teams
- Balancing team roles
- Non-traditional team structures
- Delegation and empowerment

## **Unit 4: Developing The Team:**

- Learning and competence
- Building a coherent team
- Self-managing teams and their challenges
- Coaching, mentoring and self-directed learning
- Feedback and appraisal
- Leveraging team strengths for peak performance

## **Unit 5: Performance & Conflict Management:**

- Defining performance
- Approaches to measuring team and individual performance
- Performance through the eyes of the customer
- Performance management: science or art?
- Conflict as a catalyst for team development
- Dealing with challenging interpersonal relations



**Registration form on the :  
Building & Leading High Performing Teams**

**code:** 15467 **From:** 09 - 13 Dec 2024 **Venue:** Paris (France) **Fees:** 4900 **Euro**

Complete & Mail or fax to Mercury Training Center at the address given below

**Delegate Information**

Full Name (Mr / Ms / Dr / Eng):

Position:

Telephone / Mobile:

Personal E-Mail:

Official E-Mail:

**Company Information**

Company Name:

Address:

City / Country:

**Person Responsible for Training and Development**

Full Name (Mr / Ms / Dr / Eng):

Position:

Telephone / Mobile:

Personal E-Mail:

Official E-Mail:

**Payment Method**

Please invoice me

Please invoice my company