APPLICATIONS OF BEHAVIORAL LEADERSHIP

Improving Leadership Impact Through the Science of Behavior

Success in today's competitive business world requires leaders who create positive environments and earn the discretionary effort of those around them. A highly engaged workforce performs beyond expectations whether focused on productivity, sales, quality, or safety.

OVERVIEW

Applications of Behavioral Leadership is a 4-day workshop designed for executives, managers, supervisors, team leaders, and other change agents who want to create a positive environment, increase their impact, and achieve better results. This workshop is a transformative experience that will change their approach to managing people.

ABOUT THE WORKSHOP

Applications of Behavioral Leadership is ADI's foundational course. Participants don't just learn about behavioral science; they understand its power through a series of classroom experiences that provides a framework for learning and application. It delivers an in-depth understanding of the science of behavior, behavioral tools for addressing important workplace challenges, and a strategy for problem solving that allows participants to adjust what they do to maximize impact. It combines experiential exercises, case studies, focused discussions, and many opportunities to apply what is taught.

REGISTRATION

$2795/participant (*materials included*)

This workshop can be conducted at your location. Call for details.

678.904.6140

info@aubreydaniels.com

www.aubreydaniels.com

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The power of this workshop is in the tools and skills participants gain from engaging in the content. They are given a 5-step change process to address any performance issue, and a behavioral roadmapping process that links business results to critical behavior at all levels of the organization, focusing change efforts on key leverage points.

Participants also learn the art and skill of behavior coaching, a positive accountability and shaping process for building and refining coaching skills, and a process for integrating short, high-impact coaching interactions into their daily work.

ADI's proprietary PIC/NIC Analysis® problem-solving tool is introduced and uncovers the true root causes of performance issues. At the completion of the workshop, participants have a broad perspective for applying behavioral technology at work and at home.

TOPICS COVERED

Participants can expect to have a clear understanding of the following:

- **The Science of Behavior**
  An in-depth look at the science of behavior: why people do what they do and how to positively influence any behavior.
- **Evaluating Performance Objectively**
  Getting past labels and generalities that confuse and frustrate, and instead moving towards actionable performance descriptions.
- **Harnessing the Power of Consequences**
  Understanding the four consequences that shape human behavior, the effect each has on behavior and how to use them effectively.
- **Capturing Discretionary Effort**
  Why positive reinforcement is the most powerful tool and how to use it to bring out the best in others and build engagement.
- **Uncovering Natural Reinforcement**
  Helping others tap into the natural reinforcers associated with improved performance so that gains are sustained over time.

Success in business requires the ability to have a positive influence on others. Applications of Behavioral Leadership provides the skills needed to increase engagement, capture discretionary effort, accelerate business results, and improve morale and retention.

ADI

Regardless of your industry or expertise, one thing remains constant. People power your business. Since 1978 Aubrey Daniels International (ADI) has been dedicated to accelerating the business and safety performance of companies worldwide by using positive, practical approaches grounded in the science of behavior and engineered to ensure long-term sustainability. ADI provides clients with the tools and methodologies to help move people toward positive, results-driven accomplishments. Our clients accelerate strategy execution while fostering employee engagement and positive accountability at all levels of their organization.