



WILLIAM GLASSER  
INTERNATIONAL

## Lead Management Training

### TEACHING **BOSSSES** to **BECOME LEADERS**

#### **Lead Management Introductory Workshop (3.5 hours)**

This workshop is designed to help managers move from external control psychology to internal control as the motivator that drives quality work and performance within employees.

**Lead Managers** continually work within this system to create a non-coercive environment which encourages employees to self-evaluate and achieve success. In essence the root of lead management is the ability to 'lead' people to your desired results.

By the end of a **Lead Management** Introductory Workshop, participants will learn to stop being a boss and start becoming a leader. They will understand how to apply the process WDEP to solve complex problems, and they will have a better understanding of the basic need profiles of their employees.

#### **Facilitated by:**

Terri-Ann Richards is a certified Personality Dimensions® Facilitator, Certified in Choice Theory, Lead Management and Realty Therapy, as well as a Certified Coach Practitioner. Terri-Ann leverages her strong communication skills, 15+ years in business and training to assist her clients in understanding how to best utilize their communication skills to create more cohesive relationships within work and at home.



**TO BOOK A TRAINING SESSION CALL: 506-721-9146 / [balanceequation.co](http://balanceequation.co)**