

SUCCESSING ON STAGE®

OVERVIEW

Succeeding on Stage is an intensive program designed for women leaders. This program deals with the subtler dynamics of corporate life: the unspoken realities that guide decision-making and determine who advances. Women in this seminar will learn the unwritten rules that govern communications, career, politics, networking and gender.

At the core of this program is The Humphrey Group's Leadership Model®. This approach teaches participants to adopt the mindset of a leader, script themselves as a leader, use the language of leadership, and speak with a dynamic presence.

TARGET AUDIENCE

Succeeding on Stage is designed for women leaders at the manager, senior manager and executive level who want to develop their career potential and advance in their organization.

POWERFUL LEARNING OUTCOMES

Leaders who attend this course will learn to:

- Learn to speak with confidence “upward” in the organization.
- Develop a focused, high-level career goal.
- Initiate powerful career conversations.
- Understand the power structure and who is important to their success.
- Develop political acumen.
- Learn to build relationships with senior decision-makers.
- Network with a laser purpose.
- Engage successfully in “small talk” with executives.
- Practice navigating sensitive gender realities.

LEARNING EXPERIENCE

Succeeding on Stage combines practical learning with extensive personal feedback. Working in small groups participants will practice speaking upwards; succeeding in career conversations, showing political acumen; building senior level relationships, and navigating sensitive gender realities. Every participant will receive personal feedback during the program, including videotaped feedback.

DAY ONE

I. CHOOSE TO SUCCEED ON STAGE

- Introduction.
- Unwritten rules.

II. COMMUNICATING “UP” THE LADDER

- Be positive.
- Show confidence.
- Watch your tone.
- Use strong, plain words.
- Make your point clearly – Use The Leader’s Script®.
- **WORKSHOP:** Participants will write a script they can use for an upcoming interaction they will have with a senior leader in their organization.

III. CREATING A CAREER MINDSET

- Get your Work/Life balance right.
- Set clear career goals.
- Take the initiative in pursuing career opportunities.
- Sell yourself.
- **WORKSHOP:** Participants will define their goals, create a career path and script a conversation that will help them to advance towards their goals. They will then role-play their script and receive video-taped feedback

DAY TWO

IV. DEVELOPING POLITICAL SAVVY

- Know who is in power.
- Build relationships with those in power.
- Understand how to get through to those in power.
- Become one of the powerful
 - Bond with them
 - Communicate with them
 - Challenge them
- **WORKSHOP:** Participants will list the five most important internal and external relationships that are key to their success and will develop plans to build each.
- **WORKSHOP:** Participants role-play a script for an action planned for advancing one of the above relationships. They receive extensive feedback.

V. EXPANDING YOUR NETWORKS

- Identify your best opportunities to network.
- Show up.
- Introduce yourself strongly.
- Choose your topic well.
- Follow up.
- **WORKSHOP:** Participants will practice small talk.
- **WORKSHOP:** Participants consider the networks they belong to and the value of each.

VI. NAVIGATING GENDER REALITIES

- Understand gender differences.
- Don’t take it personally.
- Don’t allow yourself to be diminished.
- Don’t accept a subordinate role because you are a woman.
- **WORKSHOP:** Women role-play a variety of challenging gender-based situations (being interrupted, ignored, challenged, and diminished) and receive instructor feedback.

VII. CONCLUSION