



Understanding the 360-Degree Leader

Being an effective leader means you influence colleagues within and outside your organization, not just the people who report to you. This seminar offers a comprehensive, 360-degree leader approach to influence in all directions.

- Break away from the idea that a manager's power is based on being in charge but can't be used to manage "up" or "across" in their organization.
- Explore tools and strategies for gaining and applying influence outside of your management hierarchy.
- Learn effective approaches for handling others' negativity.



A Comprehensive Approach to Influencing People Inside and Outside of Your Agency's Management Hierarchy

This FEI program focuses on helping you work with those around you, enabling you to:

- Lead Up—influence the boss and others above you in the agency hierarchy.
- Lead Across—Influence co-workers in your organization and associates in others.
- Lead Down—Influence those who report to you and those below you in the agency hierarchy.
- Lead Out—Influence those who work outside of your agency.

EXECUTIVE DEVELOPMENT

COMPETENCIES

- Influencing/Negotiating
- Interpersonal Skills
- Team Building
- External Awareness
- Flexibility

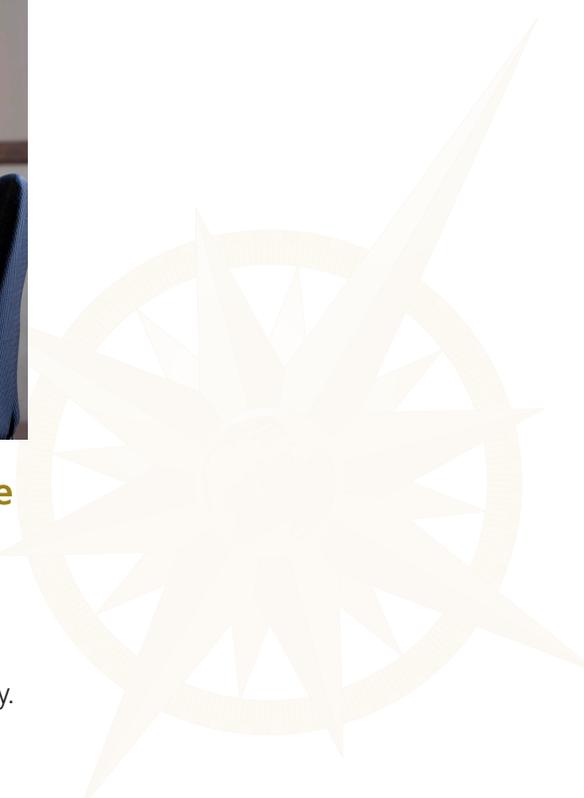
DATES & LOCATIONS

October 26–27, 2011

At the Federal Executive Institute
in Charlottesville, VA

The FEI facility is located
in a campus setting near the
University of Virginia and
the Blue Ridge Mountains,
approximately two hours
southwest of Washington, DC.

For information on presenters and
day-to-day schedules, please go to
www.leadership.opm.gov



Register Now for the Understanding the 360-Degree Leader Seminar

This seminar is designed for Senior Executive Institute (SEI) members, GS-15s and their equivalents in state, local and international government.

A Federal Executive Institute Program that Works With You to Help You Work With Others

- Learn how to assert yourself and take a leadership role in any situation.
- Achieve more and better results in your job.
- Enhance your personal influence and get your message across.
- Become more effective at handling negativity in your organization.
- Understand the concepts of leading up, across, down and out.

TUITION

\$3,000

Tuition includes materials, meals and lodging.

RECOMMENDED PRIOR COURSE

Leading Across Generations

SUGGESTED FOLLOW-ON COURSE

Leading Strategically: From Vision to Performance

For information on presenters and day-to-day schedules, please go to www.leadership.opm.gov

Three Ways to Register

1. Register Online at www.leadership.opm.gov

Initiate course registration with your Government Purchase Card payment, the fastest way to reserve your space. Use your own agency-specific procurement forms. Once we have received your payment, you will receive confirmation within two business days.

2. Fax a Registration Form, found in a catalog or online. This form can be used for courses at the Federal Executive Institute or Management Development Centers.

3. Contact a Representative Customer Service Office:

Toll Free: 888-676-9632
Phone: 304-870-8008
Fax: 304-870-8078
TDD/TTY 304-870-8066
Email: register@opm.gov



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