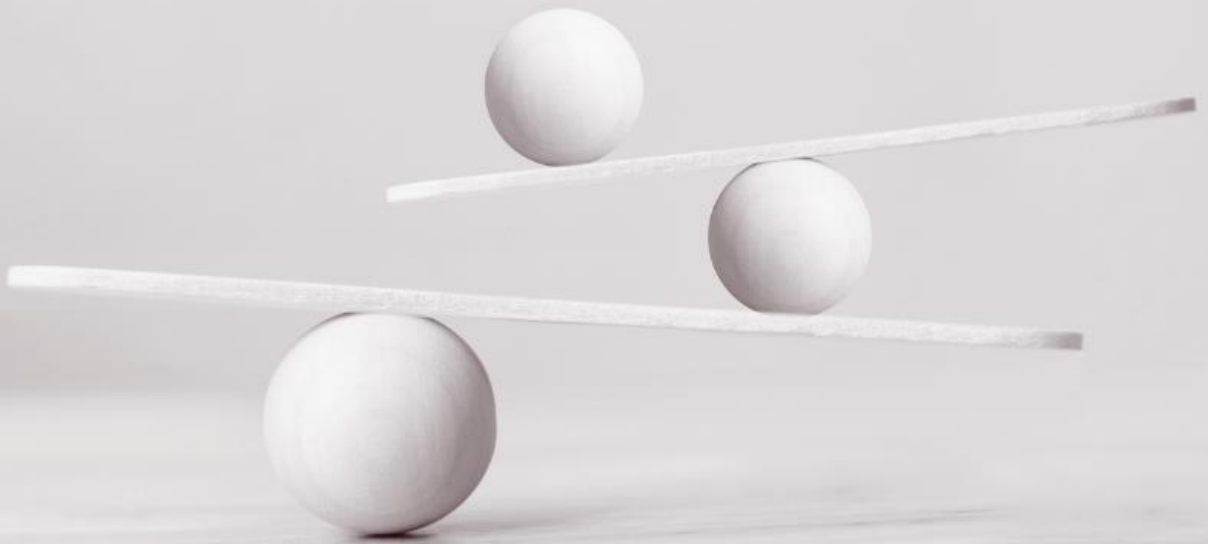


# Management – Leveraging Yourself

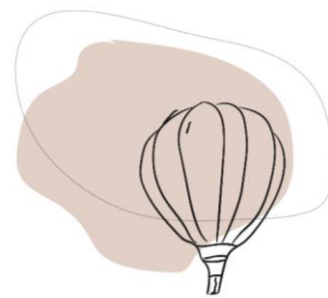


Simply trust your inner learning flow!

**'Leveraging Yourself'** represents probably the most long-standing open development program in Greece.

Run for more than 13 consecutive years, it has been warmly embraced by hundreds of participants from various industries and professional backgrounds. Designed for talented individual contributors ready to embark on a people management position or seasoned executives who are willing to renew their leadership profile, this 4-day-long learning journey begets a strong sense of self-exploration, behavioral mastery, scientific inquisitiveness, and enjoyment.

'Leveraging Yourself' is, simply put, an all-embracing guide to managerial artistry.



This program aims to unveil the psychological, organizational and systemic variables defining employee engagement and intrinsic motivation. By drawing attention to the various roles an empathic leader currently demonstrates, each leg of the program focuses on the emerging dimensions of a manager as

-  an **Impactful Communicator**
-  a **Performance Coach**
-  a **Change Agent**
-  a **Team Player & Negotiator**

“How we feel about ourselves, the joy we get from living, ultimately depend directly on how the mind filters and interprets everyday experiences” by **Mihaly Csikszentmihalyi - Flow**

We thus practice on...

- Gaining access to manifold views of reality to reassert control over turbulence
- Fostering employee engagement & growth – empowering delegation, empathic feedback, goalsetting & coaching to elicit observable change
- Cultivating productivity gains – neat preparation, inspiring & challenging meetings, action-plan ownership & swift re-alignment
- A viable flow of initiatives – probing, positioning & bringing others onboard



1 Group



4 Classroom  
Trainings



Deployed in 2  
months



Greek  
Language

## Day 1– Manager as a Communicator

- The fundamentals of inter-personal communication & influencing
- When the manager needs to question his certainties to elicit engagement
- Change nimbleness: how to manage ourselves & the emotional reactions of others
- Personalised motivation & empowerment: adapting to the varying levels of maturity of each individual or team
- Delegating concrete & realistic performance goals
- Presenting a project, initiative, or idea to a group or virtual team

## Day 2 – Manager as a Coach

- Mastering high-impact probing & listening qualities to accurately trace other’s sources of motivation
- Core tenets of our coaching role & mentality
- Performance Dialogues & empowering feedback
- Driving our employee’s excellence, by identifying strong points & improvement axes
- Verbal communication: perfecting different behaviors & tools

## Day 3– Manager as an Agent of Change

- Being flexible under pressure by mastering limbic reactions & implicit aggression
- How to respond effectively to the emotional side of relationships
- Announcing a challenging decision, whilst encouraging commitment to future action
- The realignment session: understanding the intention, intervening at the deviation by involving the person actively
- Escalating...to perform

## Day 4– Manager as a Team Player

- Personal Negotiation: how to ‘sell’ your ideas internally and capitalize on other’s argumentation
- Praise & project monitoring: a process of consideration as well as mutual respect and gratitude
- Venturing initiatives: the manager’s commitment to a prolific growth mindset

## Your benefits to attend a Krauthammer open program

**The focus:** defining the next level of individual performance by fostering mutual exchange & support from other participants

### Benefits for each participant:

- A program that aligns expectations and raises the bar for the whole team by integrating knowledge & experience
- Stimulating personal exposure & vulnerability in a ‘safe’, peer-to-peer learning environment away from distractions
  - Designing an upward development spiral with the possibility to expand on other topics and levels of understanding

### Benefits for the company:

- Flexibly cope with the development needs of individuals or small groups as they arise
  - Expose training participants to colleagues from other organisations
  - Test Krauthammer methodology & long-lasting impact
- Start building an in-house development apparatus or learning academy



## Our Dates:

Day 1	Wednesday, October 9, 2024	09:00 – 17:00
Day 2	Thursday, October 31, 2024	09:00 – 17:00
Day 3	Tuesday, November 19, 2024	09:00 – 17:00
Day 4	Tuesday, December 10, 2024	09:00 – 17:00

## Our Venue:

New Hotel Athens      Filellinon 16, Athina 105 57

## Our Coach:

Sini Dialisma      [linkedin.com/in/sinidialisma](https://www.linkedin.com/in/sinidialisma)

## Management – Leveraging Yourself

First Name

Last Name

Job Title

Organization

Address

Town / Country

Zip Code

Phone Number

Email

LinkedIn Profile  
URL (optional)

**Investment:**      € 2.000-per person, excl. VAT

Register and deposit 50% of the total cost in advance and 50% upon programme completion

Date: \_\_\_\_\_

Signature &  
Stamp

Please return your registration form to: [rmavrelou@theflow.gr](mailto:rmavrelou@theflow.gr)

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