**THINK & SPEAK
FOR RESULTS SERIES™**

Lead Without Authority™

Essential Collaboration Skills for Managing Team Performance

The Business Challenge: Excellence in Execution

Team performance is critical to executing your organization's most important initiatives. When teams aren't engaged, motivated, and focused on the right things, organizations lose traction around their most promising ideas and strategies.

✖ Productivity declines	✔ Productivity skyrockets
✖ Budget goals and deadlines aren't met	✔ Projects executed on-time and on-budget
✖ Morale suffers	✔ Engagement and morale improve
✖ Critical business initiatives fail	✔ Critical business initiatives succeed

Today, it's unusual for an entire team to report formally to one person. That means team leaders need to influence up and across the organization to ensure projects go well.

Engaging and Motivating High-Performance, Cross-Functional Teams

Mandel's training develops the collaborative leadership skills needed to inspire engagement, accountability and performance—up and down the organization.

Our research has identified five (5) crucial skills needed to successfully lead teams without authority. Participants in this workshop will learn how to do the following:

1 Demonstrate a distinctive leadership brand to **build trust and confidence**

2 Create a shared team vision to **energize people** and **inspire** an **extraordinary outcome**

3 Understand and leverage individual strengths to **increase team competence, collaboration, and productivity**

4 Keep people accountable and committed to **resolve conflict** and **keep people focused** on achieving the vision

5 Recognize individual and team results to **sustain a high level of morale and momentum**

About Mandel's Think and Speak for Results Series™

Lead Without Authority™ is part of Mandel's Think and Speak for Results Series™, three programs that build the essential presentation, influence, and collaboration skills needed to win in today's business world. Based on more than two decades of research and extensive implementation at Global 1000 corporations, these proven programs don't just develop communication skills—they build the critical thinking skills today's employees need to communicate with maximum impact.

Mandel
COMMUNICATIONS