

# Lateral leadership

## Managing successfully without hierarchical authority

### Seminar Objective

This is a challenging task that can only be accomplished with natural authority, respect and recognition. Whoever manages to motivate colleagues to take on responsibility, to support them as team members as well as dealing with resistance, will be able to lead their team to achieve top results.

### Seminar Content

- Getting to know different leadership styles and their effects on the relationship between superiors and employees
- Lateral guidance - what does that mean?
- Shaping the new role: From employee to manager
- Successful leadership without formalised managerial authority - how does that work?
- Principles of modern management behaviour
- Modus operandi in the sandwich position
- Careful in the wording - but set the tone
- Show natural authority
- Put your trust in social competence and emotional intelligence
- Practise respectful togetherness
- Increase your acceptance through professional competence and social rituals
- Use the potential of your employees
- Create clear relationships through delegation and assignment of tasks
- Methods of conducting conversations
- The "one-to-one meeting"
- Dealing with resistance in your team
- Dealing with difficult situations
- Your supervisor - how does reporting work?
- "Do's & Don'ts"
- Practical exercises and case studies

### Method

Moderated discussion, interactive and experience-oriented exchange, simulation of everyday situations, case studies, reflection on one's own leadership style

### Participants

The seminar "Leading without a formalised leadership role" is aimed at everyone who wants to take on or already has a leadership position without the formalised role of superior in a team.

### Testimonials

„I particularly liked the relaxed atmosphere during the seminar.“  
*G. Stoll, Lindt & Sprüngli*

„I really liked the trainer's practical approach and her clear way of reflecting and expressing myself!“

### Course Ref.

F2003

### Participants

not more than 9 participants

### Schedule

1. Day: 10:00 - 17:00

2. Day: 09:00 - 16:00

### Location and Dates

#### Webinar

10.12.2020 – 11.12.2020

14.12.2020 – 15.12.2020

#### Muenster

22.02.2021 – 23.02.2021

03.05.2021 – 04.05.2021

17.06.2021 – 18.06.2021

06.09.2021 – 07.09.2021

18.11.2021 – 19.11.2021

#### Hamburg

10.12.2020 – 11.12.2020

18.03.2021 – 19.03.2021

19.08.2021 – 20.08.2021

21.10.2021 – 22.10.2021

#### Berlin

19.04.2021 – 20.04.2021

03.06.2021 – 04.06.2021

09.12.2021 – 10.12.2021

#### Hannover

17.05.2021 – 18.05.2021

07.10.2021 – 08.10.2021

#### Leipzig

04.03.2021 – 05.03.2021

04.11.2021 – 05.11.2021

#### Kassel

05.07.2021 – 06.07.2021

29.11.2021 – 30.11.2021

#### Cologne

14.12.2020 – 15.12.2020

28.01.2021 – 29.01.2021

27.05.2021 – 28.05.2021

23.09.2021 – 24.09.2021

#### Frankfurt

*A. Berger, Peter Hahn GmbH*

22.03.2021 – 23.03.2021  
10.06.2021 – 11.06.2021  
13.09.2021 – 14.09.2021  
11.11.2021 – 12.11.2021

### **Nürnberg**

29.04.2021 – 30.04.2021  
11.10.2021 – 12.10.2021

### **Stuttgart**

11.02.2021 – 12.02.2021  
12.07.2021 – 13.07.2021  
13.12.2021 – 14.12.2021

### **Munich**

30.11.2020 – 01.12.2020  
08.03.2021 – 09.03.2021  
24.06.2021 – 25.06.2021  
30.09.2021 – 01.10.2021  
25.11.2021 – 26.11.2021

### **Vienna**

25.02.2021 – 26.02.2021  
31.05.2021 – 01.06.2021  
08.11.2021 – 09.11.2021

### **Zurich \***

25.03.2021 – 26.03.2021  
07.06.2021 – 08.06.2021  
01.11.2021 – 02.11.2021

### **Fee**

980,00 € (ex. VAT)  
1.136,80 € (inc. VAT)

\* Fee Zurich:  
1.400,00 CHF

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.

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## Ja, ich/wir buche(n) folgendes Seminar:

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Seminartitel

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Termin

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Seminarort

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## Ja, ich/wir buche(n) das Aufbauseminar gleich mit:

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## Rechnungsanschrift

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Funktion

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Abteilung

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Straße/Hausnummer

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PLZ/Ort

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Telefon/Telefax

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E-Mail

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Datum/Unterschrift