



# Lateral leadership

## Managing successfully without hierarchical authority

### Seminar objective

Constellations often arise in everyday life in which employees assume leadership responsibility for several colleagues without a formal supervisor function. Natural authority, respect and recognition help to master this task. Those who manage to motivate colleagues to take on responsibility, support them as team members and also deal with resistance, lead their team with motivation to achieve top performance.

### Seminar content

#### Successful leadership without authority to issue directive:

- Contemporary leadership behavior: Shaping the new role
- Behavior in the "sandwich position"
- Lateral leadership - what does it mean?
- Dealing with your superior

#### Success through the right tools:

- Getting to know different lateral leadership styles: Agile leadership.
- Showing natural authority
- Communication: Be careful in your wording - but set the tone
- Relationship orientation: social competence and emotional intelligence
- Appreciation and respect: live a respectful cooperation
- Increase your acceptance through professional competence

#### The right way to deal with conflicts:

- Create clear relationships through delegation and assignment of tasks
- Methods of leading discussions: Virtual and in person
- Dealing with resistance and difficult situations in your team

#### Recommendations from the field:

- "Do's & Don'ts"
- Practical and case studies for practice
- Expand your scope of action
- Self-confident appearance

### Methodology

Moderated discussion Interactive and experience-oriented exchange  
Simulation of everyday situations Case studies Reflection on one's own leadership style

### Target audience

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

#### Course ref.

F2003

#### Participants

not more than 9 participants

#### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

#### Location & dates

##### Online seminar

07.11.2024 – 08.11.2024  
10.02.2025 – 11.02.2025  
10.04.2025 – 11.04.2025  
07.08.2025 – 08.08.2025  
03.11.2025 – 04.11.2025

##### Münster

05.09.2024 – 06.09.2024  
18.11.2024 – 19.11.2024  
20.02.2025 – 21.02.2025  
10.04.2025 – 11.04.2025  
07.08.2025 – 08.08.2025  
04.09.2025 – 05.09.2025  
17.11.2025 – 18.11.2025

##### Hamburg

17.10.2024 – 18.10.2024  
31.03.2025 – 01.04.2025  
23.06.2025 – 24.06.2025  
16.10.2025 – 17.10.2025

##### Berlin

09.12.2024 – 10.12.2024  
24.04.2025 – 25.04.2025  
08.12.2025 – 09.12.2025

##### Hannover

22.05.2025 – 23.05.2025

##### Leipzig

27.02.2025 – 28.02.2025

##### Kassel

17.07.2025 – 18.07.2025

##### Cologone

23.09.2024 – 24.09.2024  
09.01.2025 – 10.01.2025  
22.05.2025 – 23.05.2025



22.09.2025 – 23.09.2025

**Frankfurt am Main**

12.09.2024 – 13.09.2024  
20.03.2025 – 21.03.2025  
05.06.2025 – 06.06.2025  
11.09.2025 – 12.09.2025

**Nuremberg**

10.10.2024 – 11.10.2024  
10.04.2025 – 11.04.2025  
20.10.2025 – 21.10.2025

**Stuttgart**

12.12.2024 – 13.12.2024  
10.02.2025 – 11.02.2025  
21.07.2025 – 22.07.2025  
11.12.2025 – 12.12.2025

**Munich**

09.09.2024 – 10.09.2024  
25.11.2024 – 26.11.2024  
06.03.2025 – 07.03.2025  
02.06.2025 – 03.06.2025  
24.11.2025 – 25.11.2025

**Vienna**

07.11.2024 – 08.11.2024  
03.11.2025 – 04.11.2025

**Zurich \***

07.04.2025 – 08.04.2025

**Fee**

1.150,00 € (ex. VAT)  
1.368,50 € (inc. VAT)

\* Fee Zurich:  
1.600,00 CHF

Price includes: Working  
documents, certificate of  
participation, lunch and coffee  
breaks.



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Mobilnummer

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Veranstaltung                      Seminarcode

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Ort                                      Termin

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Anzahl der Mitarbeiter in Ihrem Unternehmen

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