

Leadership Program for Golf Clubs

Module	Content
Module 1 The art of leadership in a golf club	<ul style="list-style-type: none"> • The difference between managing people and leading them • The importance of setting and measuring realistic goals • Raising your emotional intelligence • 5 skills every leader needs in 2016 • Clarifying the vision for your club • Inspiring people to follow you on your journey • The importance of your non-verbal (body language) message
Module 2 High performing teams	<ul style="list-style-type: none"> • The key ingredients in high performing teams • Clarity on the goals and vision of this team • Understanding how to best work together • Creating a culture of success and attraction • Agreement on rules for how this team should work together
Module 3 Presenting with confidence	<ul style="list-style-type: none"> • Mastering the skills of delivery, structure and content • Understanding the impact of your own presentation style • Engaging audiences including members, staff and your board • Preparing properly for any presentation • Becoming more succinct when you present • Tailoring your message to match the audiences needs • Handling nerves and difficult questions
Module 4 Communication skills – dealing with your board, your staff and your members	<ul style="list-style-type: none"> • The importance of adapting your communication style • Using the language of DISC to communicate • Listening and rapport building skills • Dealing with difficult people and potentially tricky situations • Preparing effectively for meetings with your board members
Module 5 Coaching and mentoring	<ul style="list-style-type: none"> • The art of coaching at work • Creating a culture of coaching at your club • How to provide useful and effective feedback • The GROW coaching model • Leveraging your time as a leader through becoming a better coach • Using coaching to motivate and retain your best staff • The difference between telling and coaching • What to do if your coaching is not working