



# Procure

new skills



## Procurement and Supply Skills Training Portfolio

DELIVERED BY CIPS FOR BUSINESS

# Behavioural Leadership

 14 HRS

## Is it right for me?

This course provides an insight and application of how you can develop the appropriate behaviours associated with the development and leadership of the supply chain function within your organisation, including those leadership behaviours appropriate to influencing senior stakeholders, the board and highly dependent supplier relationships.

## What will I learn?

As part of this course, you will have access to pre and post work activities online to help you prepare and reflect on your training. You'll not just learn about your leadership and how you can develop it and your impact, but you'll also be able to put it in to practice in your current role!

## What are the learning objectives?

By the end of this course, you will be able to:

- Develop critical leadership behaviours across all levels of leadership within the organisation and supply chain
- Adapt behaviours to deal with a range of simple to complex leadership scenarios and display effective, sensitive, and courageous approaches to dealing with a wide range of stakeholders, internal, external and at all levels within the organisation
- Exhibit self-awareness, emotional intelligence and resilience, sensitivity and courage when dealing with challenging situations in ambiguous and undefined environments
- Critically assess and evaluate your own behaviours in a variety of situations in both positive and negative environments and identify areas for improvement for the future, including the potential for training, coaching and ongoing advice to develop leadership potential and skills
- Seek continuous constructive feedback from a range of stakeholders with regards to leadership style and behaviours to continuously develop an approach, illustrating the ability to listen and respond positively to their inputs
- Exhibit an inspirational and motivational approach to leadership in all situations, gaining support for stretching objectives and targets in the organisation

## BEHAVIOURAL LEADERSHIP

### Agenda Day 1

Online pre-work should be completed before day 1

The virtual room will open 15 minutes before your session

### Introductions and Aspirations followed by a discussion on pre-work activities

#### Session 1

What makes a successful leader?

#### Session 2

Understand the history of modern leadership – it's legacy

#### Session 3

Leadership style: assessing and adapting

#### Session 4

Influence: how you influence

### Review of Day 1

### Agenda Day 2

Online reflective learning should be completed before day 2

The virtual room will open 15 minutes before your session

#### Session 5

Understand the practical use of emotional intelligence

#### Session 6

Creating an environment of resilience for yourself and others

#### Session 7

Developing inspirational and motivational behaviours

### Review of Day 1 and 2

### What's next?

# Spot on training

A man with a beard and short hair, wearing a blue shirt and a dark blue sweater, is shown in profile looking towards the right. He is centered within a glowing white circle that is part of the 'Spot on' text.

## About CIPS, the Chartered Institute of Procurement & Supply

### The professional body

CIPS, a not-for-profit organisation that exists for the public good, is the voice of the profession, promoting and developing high standards of skill, ability and integrity among procurement and supply chain professionals.

### Quality guaranteed

Our qualifications are recognised by OFQUAL in England and regulators in various countries, demonstrating that they meet specific quality standards.

### The Global Standard

CIPS Global Standard in Procurement and Supply, which is freely available, sets the benchmark for what good looks like in the profession.

### A commercial organisation

CIPS helps governments, development agencies, and businesses around the world to excel in procurement and supply, supporting them to improve and deliver results and raise standards.