

# Managing for Impact

## Schedule at a Glance:

Start Time	End Time	Activity
7:30 a.m.	8 a.m.	Breakfast
8 a.m.	9 a.m.	<ul style="list-style-type: none"><li>• Introductions</li><li>• Exercise: Dream Leader</li><li>• Reflection on the implications of poor vs. extraordinary leadership</li></ul>
9 a.m.	10 a.m.	<ul style="list-style-type: none"><li>• Introduction to effective listening</li><li>• Exercise: Barriers to Listening</li><li>• Reflection and review of insights</li></ul>
10 a.m.	10:15 a.m.	Break
10:15 a.m.	10:45 a.m.	<ul style="list-style-type: none"><li>• Review of fracture-based vs. benefit based conflict resolution</li><li>• Overview of the Loeb Leadership T-L-C model for giving feedback</li></ul>
10:45 a.m.	11:30 a.m.	<ul style="list-style-type: none"><li>• Review of a case study</li><li>• Small group feedback practice</li></ul>
11:30 a.m.	12 p.m.	<ul style="list-style-type: none"><li>• Reflection and review of insights gained thus far</li><li>• Group discussion</li></ul>
12 p.m.	12:45 p.m.	Lunch

12:45 p.m.	1:15 p.m.	<ul style="list-style-type: none"> <li>• Introduction to the Loeb performance evaluation tool (5-Box)</li> </ul>
1:15 p.m.	2 p.m.	<ul style="list-style-type: none"> <li>• Review of performance scenarios and open discussion to brainstorm on specific performance management challenges raised by the participants</li> </ul>
2 p.m.	2:30 p.m.	<ul style="list-style-type: none"> <li>• Introduction to the Loeb Leadership coaching model</li> </ul>
2:30 p.m.	2:45 p.m.	Break
2:45 p.m.	3:15 p.m.	<ul style="list-style-type: none"> <li>• Case study review and reflections</li> </ul>
3:15 p.m.	4 p.m.	<ul style="list-style-type: none"> <li>• Coaching practice</li> </ul>
4 p.m.	4:30 p.m.	<ul style="list-style-type: none"> <li>• Workshop review</li> <li>• Selection of an accountability partner</li> <li>• Distribution of accountability coins</li> </ul>