LEADERSHIP – Personal Leadership

Level	Available langages	Fee
Advanced	🇬🇧	€ 400

e-Module titles	Objectives	Content
˝LEADER-MEMBER EXCHANGE˝ THEORY APPLIED TO PROCUREMENT	This module aims at awareness of one's individual leadership potential: - understanding the dyad concept - adapting the leadership approach to the follower's profile - the key to successful aggregation of dyadic relationships in a team	1. The Leader & the Dyad 2. Sustainable leadership 3. Aggregating people in a Procurement team (Part 1) 4. Aggregating people in a Procurement team (Part 2)
TRAIT LEADERSHIP (1)	This module aims at awareness of one's individual leadership potential: - understanding the concept of charisma - benefits of charismatic leadership on a Procurement team - the relationship between charisma & authority	1. Charismatic leadership 2. Applying charisma to a procurement team 3. Charisma & authority
TRAIT LEADERSHIP (2)	This module aims at awareness of one's individual leadership potential: - distinguishing between distal & proximal leadership & their benefits - developing both leading qualities - understanding the concept of transformational leadership	1. Distal vs Proximal leadership (Parts 1 & 2) 2. Transformational Procurement leaders (Parts 1& 2)
TRANSFORMATIONAL LEADERSHIP (1)	This module aims at awareness of one's individual leadership potential: - understanding Jung's concept on the 3 preference dichotomies & the relationship with leadership - identifying the 3 dichotomies - adapting one's leadership to people's preferences to bring change	1. Jung's theory on preferences 2. Extravert vs Introvert 3. Sensing vs Intuition 4. Thinking vs Feeling 5. Leading people based on their preferences
TRANSFORMATIONAL LEADERSHIP (2)	This module aims at awareness of one's individual leadership potential: - understanding the 4 types of change DNA & their roles within Procurement - benefits & challenges of the 4 profiles & how to successfully implement change by appointing them at the right stage of the project	1. Disposition to change 2. What profile for procurement activities 3. What profile for change 4. Contradicting these profiles

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