DALE CARNEGIE ®
TRAINING

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Competencies that are addressed:

PRIMARY COMPETENCY CATEGORIES:

• **Leadership—**
Drives business results by aligning the vision, mission, and values to enhance business value. Is able to enlist the willing cooperation of others, while tapping into their highest skills and abilities, to achieve desired results.

• **Vision—**
Future-oriented. Develops a future exciting picture of what could and what should be, regardless of what is, for them and their organization.

• **External Awareness—**
Sees things from multiple points of view. Is mindful of how actions impact others. Keeps up to date with issues that affect area of responsibility.

RELATED COMPETENCY CATEGORIES:

• **Influence—**
Consistently directs situations and inspires people for an all-win environment.

• **Communication—**
Advances the abilities of individuals and the organizations through active listening supported with meaningful oral and written presentation of information.

Visionary Leadership

SUMMARY

Effective leaders recognize that the processes, steps, and methods of leadership are achieved with and through people. The dynamic changes in the business environment today dictate that leaders engage their team members to accomplish an inspirational vision. Effective leaders inspire and motivate those around them become enthusiastic followers who are committed to achieving the vision.

CONTEXT

Throughout history, great changes have been led by individuals who had a vision, and were able to communicate that vision to others. Moreover, they were able to perceive changes, such as technological advances, with a view to the future, and the new skills that needed to be developed to deal with it.

This module will help you identify the characteristics of visionary leaders. You examine how leaders can lose their vision, and develop strategies for maintaining visionary leadership in those situations. You commit to applying the principles of visionary leadership.

At the completion of this module, participants will be able to:

• Define visionary leadership

• Understand the characteristics of visionary leaders

• Recognize the challenges of maintaining visionary leadership

• Incorporate principles of visionary leadership

"To be realistic today is to be visionary."
—Hubert Humphrey