

## About the Facilitator



Dennis Cooley is a Leadership Training Facilitator in the Business and Industry Services Department at Southwest Wisconsin Technical College. He is certified to teach DiSC and Strengths Finder courses.

Dennis brings an energetic and inclusive approach to his classroom, whether that is at your location, or at our main campus or outreach locations. Dennis is dedicated to making learning fun and engaging and producing measurable results to improve the bottom line for the organizations he works with.

*"The most dangerous leadership myth is that leaders are born—that there is a genetic factor to leadership.*

*This myth asserts that people simply either have certain charismatic qualities or not.*

*That's nonsense; in fact, the opposite is true.*

*Leaders are made rather than born."*

Warren G. Bennis

To discuss how Southwest Tech can customize leadership training to specifically meet your organization's needs call or e-mail today:

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# CUSTOMIZED LEADERSHIP TRAINING



Southwest  Tech

**BUSINESS & INDUSTRY  
SERVICES**

## Why Leadership Training?

The reality is that most leaders in organizations today have been promoted based primarily on their technical skills, with little attention given to their leadership skills. The assumption that excellent technical skills imply excellent leadership skills is, quite simply, flawed. Leadership requires a specific set of unique skills separate from the technical work that an individual leads. This situation can and often does lead to poor organizational performance, ineffective and frustrated leaders, and followers that feel discouraged and starved for leadership.

The good news is that leaders truly are made, not born and leadership skills, like technical skills can be learned. Southwest Tech will customize training to address your organization's specific leadership skill gaps. Participants will hone their leadership skills to compliment their technical skills in a relaxed and learner-friendly workshop setting. Participants leave the workshop with new skills they can use the next day in the workplace.



## Sample Training Topics

- Time & Stress Management
- Personal Leadership
- Servant Leadership
- Legal Side of Leadership
- Change Management
- Effective Workplace Communication
- Customer Service Excellence
- Creating a Motivating Workplace
- Recognition and Reward
- Performance Management
- Coaching: An Asking Strategy
- Employee Engagement
- Conflict Management
- Managing a Diverse Workplace
- Leading Teams
- Project Management

## Team Development Options

In addition to Leadership Training options, Southwest Tech also provides training to enhance team performance through our innovative "**BEST**" program.

**BEST or Building Extraordinarily Successful Teams** uses a combination of successful team building programs and tools such as Strengths Finder, Everything DiSC and the 5 Behaviors of Cohesive Teams in tandem with extended technical assistance in the form of executive and leadership coaching.

This innovative approach helps you to improve the performance and outcomes of small work teams or your entire company; by better understanding and utilizing your most valuable company asset... your workforce. Customized options and pricing are available on request.

## Leadership Academy

Those looking to train new and emerging leaders in smaller groups can choose our Leadership Academy Professional Development option. The Academy provides foundational leadership skills, and are open to the public and scheduled each semester. Classes can be found at [www.swtc.edu/bisreg](http://www.swtc.edu/bisreg)