Applications grid

The activities in this Trainer's Activity Pack can be used to meet a number of objectives. This grid provides you with a speedy reference to each activity.

Activity	Decision making	Goal setting	Influencing skills	Introduction to leadership	Management skills	Managing change	Personal effectiveness	Process improvement
1. Understanding leadership			✓	✓	✓	✓	✓	
2. How are you doing?			✓	✓	✓	✓		
3. Are you really leading?				✓	✓	✓	✓	✓
4. Innovation						✓		✓
5. Continuous improvement						✓		✓
6. Getting your people on track					✓	✓		
7. Scenario planning						✓		
8. Leading large-scale change				✓		✓		✓
9. Why have a vision?		✓		✓		✓	✓	
10. Finding your vision	✓	✓				✓	✓	
11. Core values	✓	✓		✓		✓	✓	
12. Communicating the vision					✓	✓		
13. What gets measured gets done		✓			✓	✓		✓
14. Trust and rapport	✓		✓	✓	✓	✓		
15. Managing your own state		✓	✓	✓	✓		✓	
16. Influencing the state of others			✓	✓	✓	✓		
17. Influencing styles			✓	✓	✓			
18. Telling			✓		✓			
19. Selling one to one			✓		✓			✓
20. Making a persuasive presentation			✓		✓			✓
21. Negotiating for win–win			✓		✓			
22. Creativity and problem solving		✓	✓		✓		✓	
23. Coaching for performance		✓	✓		✓			
24. Decision making	✓		✓	✓	✓	✓		
25. Your values, your beliefs, your decision	✓	✓	✓		✓	✓	✓	
26. Time management from the inside out	✓	✓			✓		✓	
27. Who you are, and where you are going	✓	✓					✓	
28. Keeping your learning alive	✓	✓	✓	✓	✓	✓	✓	✓