

Leading Teams to Success™

Issues

Many team-based organizations have difficulty achieving business results due to increasingly complex tasks and declining team productivity. Managers often lack the key interpersonal skills to resolve cross-functional team conflict, create effective work structures, and sustain the commitment of team members. To help teams achieve their goals and contribute to the organization's bottom line, BTS has created *Leading Teams to Success™*, an interactive learning solution that provides managers with the skills and processes to lead teams more effectively.

Solution

BTS's *Leading Teams to Success™* is based on the recognized team development research and expertise of George Buzaglo, PhD. *Leading Teams to Success™* utilizes BTS's simulation-centric approach to learning that allows participants to develop new skills in a realistic, risk-free environment. This one-day learning solution combines interactive business simulation, consultant-led discussions, assessment, case study analysis, group exercises and action planning tools to ensure the application of new skills back on the job.

Leading Teams to Success™ is designed for team leaders at the middle level of the organization.

BTS's *Leading Teams to Success™* addresses the following leadership-related business issues:

- Stages of Team Development
 - Work Structures
 - Interpersonal and Task Orientation
 - Leadership Strategy Selection
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Impact

After completing *Leading Teams to Success*[™], participants will be able to:

- Assess the team's developmental stage and how that impacts their work
- Transition the team from an interpersonal to a task focus to maximize productivity
- Adopt new work structures as teams progress through the developmental stages
- Choose a leadership strategy that aligns with the team's developmental stage

Participants will better understand their role as team leaders to improve their strategic and business decisions. By transforming managers into effective team leaders, BTS's *Leading Teams to Success*[™] maximizes team productivity, ultimately impacting the organization's bottom line.



About BTS:

BTS partners with leading companies to accelerate change and improve business results. We are the world leader in customized business simulations and other discovery learning solutions that enable leading corporations to change, grow and succeed. BTS adds value for our Global Fortune 1000 clients through three practice areas: Strategic Alignment & Business Acumen, Leadership & Management, and Sales. We have additional capability in Operational Excellence & Project Management and offer an innovative Engage for Change process. BTS is a public company listed on the Swedish Stock Exchange and trades under the symbol BTS B.

For more information please visit www.bts.com.

Sampling of other BTS Clients

- Accenture
- Aetna
- AstraZeneca
- AT&T
- Bank of America
- Bell South
- Boeing
- Cisco Systems
- Coca-Cola
- Gap Inc.
- General Electric
- Hewlett-Packard
- Honeywell
- IBM
- ING
- Liberty Mutual
- Liz Claiborne
- Macy's Inc.
- McKinsey
- Microsoft
- Nokia
- Philips
- Sony
- Texas Instrument
- Time Warner
- Toyota Motor Company
- Vodafone
- Weyerhaeuser