

Inadequacies of Today's Leadership Training

Learning to "Be" the Leader You Need to Be

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Peak performance is about performing at your very best when it matters the most – and it matters the most in critical situations where one action changes everything! Knowing what that is and when to do it is the key to success in work and life. Peak performance can be learned. But most leadership training today is inadequate and too narrow in focus to enable lifelong learning to be achieved for a leader to develop “on command” peak performance behaviors.

Leadership training in today's world consists mostly of re-naming, re-framing and re-packaging techniques that are 20-30 years old. We call this knowledge the “Know” and the techniques the “Do” of leadership. While many of these techniques are essential to start to learn how to be an effective leader, they only provide short term change and benefits. They do not address the core foundation of leadership.

The foundation I speak of comes from within – the ability of an individual to adapt to the circumstances, think effectively under pressure and develop focused solutions while communicating efficiently with others. We call this the “Be” of leadership.

Perhaps you are facing a critical juncture in an M&A negotiation, or a particularly challenging sales call, or even an interview with a grueling market analyst? In all these situations, there are moments that require your best performance. These moments often define success versus mediocrity or failure. How well you perform at this moment is not a function of whether or not you “know” what needs to be done. It is about trusting your intuition and your heart, using adaptive thinking and being able to bring that to bear on the right action. This is the foundation and the edge that the most effective leaders have over average leaders.

Why is this foundation missing in today's training? The simple answer is that it is difficult to develop using traditional methods and there is no magic pill or class that will lay the foundation.

By developing people to think more effectively and to control

their emotional and physiological responses, APEX Performance helps leaders to achieve resilience, self confidence, adaptability and mental agility. Our unique approach is to develop and measure these skills using advanced feedback technology and a proven systematic process that I originally created nearly 20 years ago at West Point. Ultimately, improving these skills results in a more positive and effective thinker who can control his/her emotional and physiological response to any situation. This in turn yields enhanced leadership through better personal interactions, improved decision making and innovative problem solving. This is how you learn to “be” the leader you need to be.

Louis Csoka

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