








# GOAL-ORIENTED LEADERSHIP

In this course, you will learn about the Coverdale target - an instrument for defining goals even in complex situations. We will also focus on management systems for organising goals.



## FACTS:

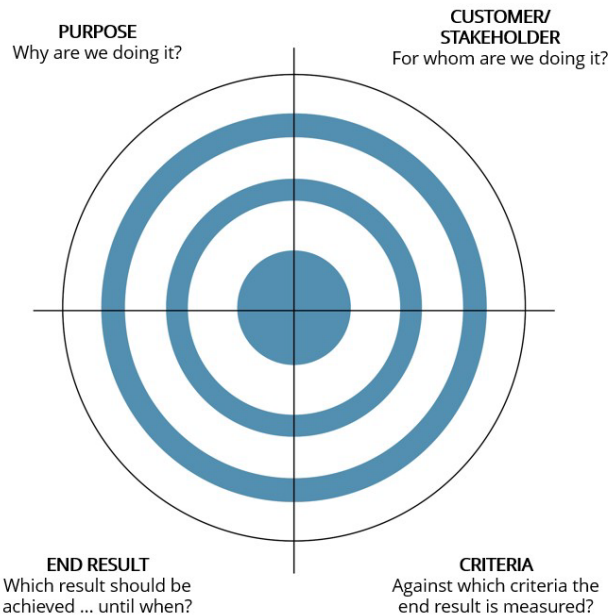
-  **LANGUAGE**  
German  
English
-  **COURSE TYPE**  
Presence Training  
Online Training  
Blended Learning  
E-Learning
-  **REQUIREMENTS**  
None
-  **AVAILABLE**  
Inhouse  
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## TRAINING DESCRIPTION

Goal-oriented leadership is a competence that managers need in the execution of their daily tasks. Defining clear goals is not that easy. When managers pass on goals to employees, they have to decide how much freedom the employee should have, how experienced the employee is, and how freely and independently the employee can work.

Goal setting is a "living" document. If possible, continually formulate goals in writing and adapt the goal, if necessary, even during the ongoing project.

## DIE COVERDALE TARGET



The Coverdale target does not only help to define clear goals and can also be used as a basis to make objective decisions. Managers are responsible - at least in hierarchical organisations.

## CONTENT AT A GLANCE

### FUNDAMENTALS

- Definition
- Aiming
- A systematic Approach

### DELEGATION

- The Delegation Process

### NEGOTIATION AIMS

- Using the Coverdale Aims Grid as a Decision-making Tool

### WORKING WITH COMPLEX AIMS

- Working with Aims Hierarchies

### MANAGEMENT SYSTEM

- Aiming Concepts
- Management by Objectives - MBO
- Objectives and Key Results - OKR

### AIMING AND INNOVATION IN THE VUCA WORLD

- Working when the future is uncertain.....

