

LEADING TEAMS TO HIGH PERFORMANCE >>>

Master Team Dynamics. Inspire Performance. Lead With Impact.

Leading Teams to High Performance is a three-day program designed for leaders at any level who are responsible for guiding teams or driving team outcomes. Through a combination of interactive learning and hands-on practice, you will deepen your understanding of what drives high-performing teams, strengthen your communication and influencing skills, and build accountability frameworks that promote ownership and measurable results. The program also equips you with strategies to foster psychological safety, manage conflict, and coach team members—empowering you to enhance trust, inspire performance, and lead teams with confidence and impact.



THIS COURSE IS IDEAL FOR...

- Leaders at any level—whether new or experienced—who are responsible for managing teams and want to build high-performing, motivated teams across industries and functions.



COURSE DETAILS:

\$3,450

COURSE INVESTMENT

5*

NUMBER OF SESSIONS

20

NUMBER OF HOURS

**3 full days on campus with two 1-hour virtual sessions, a kick-off and a debrief.*



FACULTY:



RICHARD BERLIN

Associate Professor in the Practice of Organization & Management



STEVE WALTON

Associate Professor in the Practice of Organization & Management



MICHAEL SACKS

Professor in the Practice of Organization & Management



KAREN SEDATOLE

Asa Griggs Candler
Professor of Accounting



CHARLIE D'AMICO

Professional Certified Coach (PCC) through the International Coach Federation



CERTIFICATES THIS COURSE WILL HELP YOU EARN:

+ Roberto C. Goizueta Leadership

+ Excellence in Business



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GOIZUETA
BUSINESS
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Education



COURSE OVERVIEW & LEARNING OBJECTIVES

HIGH-PERFORMING TEAM DESIGN & DIAGNOSTICS

- Analyze the key drivers of high-performance teams and assess how leadership behaviors shape culture, motivation, and results.
- Participate in team blueprint design exercises to identify strengths, gaps, and opportunities for team optimization.
- Explore strategies for leading hybrid and cross-functional teams effectively.

PSYCHOLOGICAL SAFETY & TRUST-BUILDING

- Engage in interactive workshops with real-time feedback to foster trust, openness, and innovation within teams.
- Learn techniques to encourage risk-taking, candid dialogue, and collaborative problem-solving across all levels of the organization.

CONFLICT RESOLUTION & INFLUENCE

- Apply advanced communication and influence skills in simulations focused on managing escalated team issues.
- Practice role-playing exercises to resolve conflicts, navigate challenging dynamics, and strengthen team cohesion.

COACHING & ACCOUNTABILITY

- Develop coaching skills through deep listening and powerful questioning practice to support individual and team growth.
- Design and implement accountability frameworks that set clear expectations, measure performance, and promote ownership within teams.

LEADING CHANGE & CONTINUOUS IMPROVEMENT

- Participate in group projects focused on redesigning team culture and embedding agile, adaptable practices.
- Apply strategies for guiding teams through change while sustaining engagement, performance, and innovation.

CAPSTONE SIMULATION & ACTION PLANNING

- Experience the “Food Truck” team simulation to apply learned concepts in a dynamic, real-world scenario.
- Create a personalized 90-day team leadership action plan to translate insights into immediate, measurable results.



COURSE SCHEDULE

| PROGRAM KICK-OFF | DAY 1 | DAY 2 | DAY 3 | DEBRIEF |
|--|---|---|--|---|
| Program Preview & Team Leadership Expectations <i>(Virtual)</i> Richard Berlin | Breakfast | Breakfast | Breakfast | Team Leadership Reflection & Progress Review Your Next 90-Day Action Plan <i>(Virtual)</i> Richard Berlin |
| | Leading High-Performing Teams Richard Berlin | Building and Sustaining Psychological Safety Peter Topping | Coaching Conversations Charlie D'Amico | |
| | Lunch | Lunch | Lunch | |
| | Influencing and Communicating Michael Sacks | Accountability and Performance Management Karen Sedatole | Continuous Team Improvement Team Simulation Richard Berlin | |

COURSE AND CERTIFICATE REGISTRATION

There are three ways to register:

REGISTER

Register online on the Emory Executive Education website:
goizueta.emory.edu/executive-education/short-courses/leading-teams

EMAIL A LEARNING ADVISOR

Tammie Long
tammie.long@emory.edu

CALL A LEARNING ADVISOR

Tammie Long
 404-544-9104

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