



**LIVE.  
LEARN.  
LEAD.**

## Leadership Development Course

**New Leaders Course  
Location: Wilmington, DE  
Date: January 2019**





## Leadership is one of the most ambiguous words used today.

Some people use the word LEADERSHIP to describe higher levels of management, others imply self-mastery, and many use the word to describe being the best. We talk about leadership as a process that is employed to influence people by providing purpose, direction, and motivation to achieve an objective and improve the organization. To fully grasp the essence of leadership, we combine the different meanings and observe it from 360 different vantage points.



### OVERVIEW

This brief, but impactful, course was created to provide the purest form of leadership development available. There are many leadership programs, how is this program different from other programs? The difference between Three Six Zero Leadership and other companies is we focus on action!

Before people start talking about innovation, creativity, and visions, we talk about teamwork, leadership, and communication. What good are ideas if you can't motivate people to put ideas into action?

Whether you are building a team or taking charge, the team's actions determine your performance.

What sets us apart from other leadership programs is that we improve leaders through a series of experiential interventions that transform the performance of individuals and teams. By using a combination of learning platforms, experienced military veterans, cross-disciplinary leaders, and challenging events, Three Six Zero Leadership provides knowledge, experience, and fun.

Three Six Zero Leadership utilizes a journey-based training approach and military principles to develop resilient leaders "trained for challenging, complex, ambiguous and uncomfortable situations."  
US Army Training Doctrine.

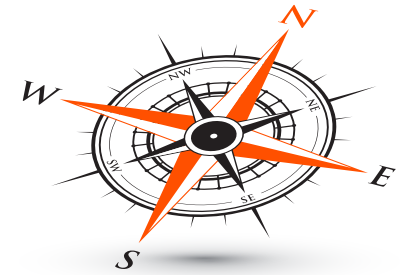
## Leadership is about People. Getting people to perform is your job.

### *Getting leaders to perform is our job.*

Three Six Zero Leadership facilitates training by teaching, coaching, and mentoring through an immersive training experience. The 'train by doing' philosophy will help the participants maintain lessons and have a greater impact on everyone. The intent of the training is to:

- To provide team building training that results in increased cohesion, retention, and morale
- To align leaders with organizational and teamwork concepts
- To facilitate an immersive and experiential training experience that combines learning and fun
- To improve lines of communication between groups
- To develop leaders that are self-aware, diligent, courageous, and contagious

Our exercises enable leaders to develop effective and cognitive skills to transcend the commitment, capacity, and motivation of their organizations. We serve as a safe laboratory for risk-taking, decision-making, failure, teaming, and innovation. By using a combination of learning platforms, challenges, and readiness assessments, we turn knowledge into action. Gaining knowledge about leadership does not change behavior, individuals must repeat welcomed behavior until they become a habit and practice habits until they become instinct. As a result, we systematically prepare leaders that are adaptive, dynamic, and collaborative.



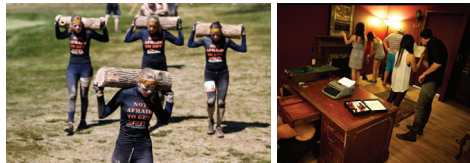
### Military-Grade Leadership

Our leadership experience is rooted in the development process used by the US Army and we explore how it has produced some of the greatest military, political, philanthropic, and business leaders in the world. Instructors translate and transcend the context of military leadership and turn it into a universal leadership development model. We unveil the military's decision-making process, team-leading procedures, and planning processes. Additionally, we will uncover the secret of how the Army builds the best agile and nimble organizations (Special Forces, Rangers, Delta, and Paratroopers) while fostering an environment of adaptive, innovative, and resilient individuals and learning teams.

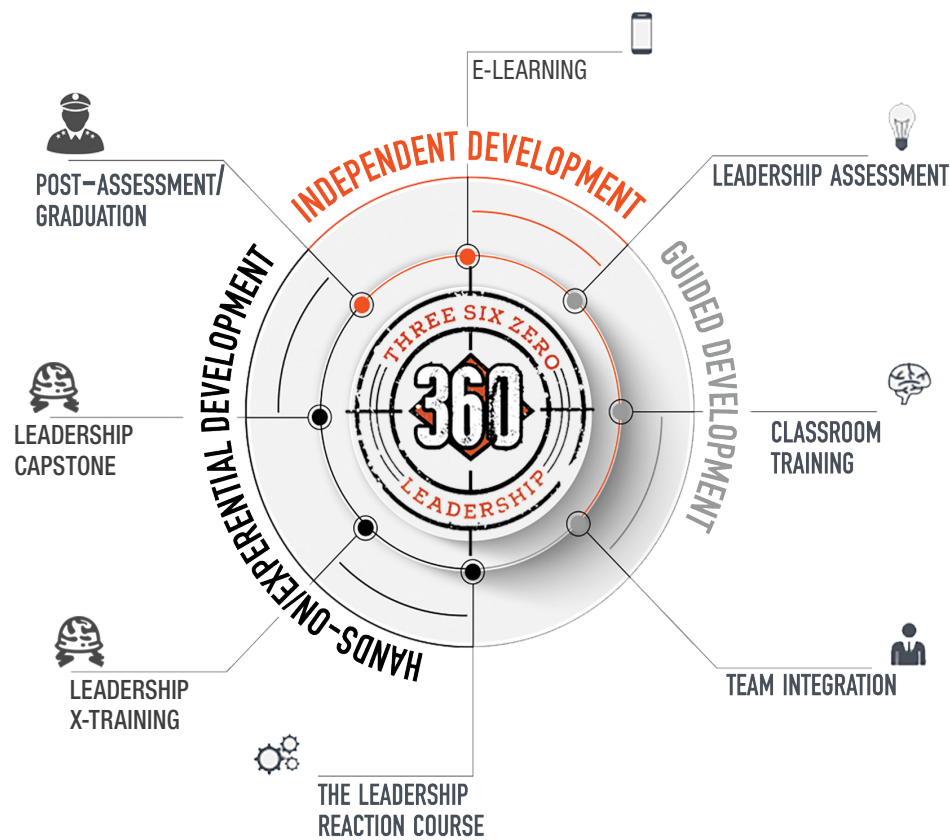




**Three Six Zero Leadership** combines an evidence-based approach with practical application to refine leadership behavior that improves teams and organizational culture.



## THE TRAINING PIPELINE



## TRUST THE PROCESS

Give your organization the competitive edge by building strong leaders and dynamic teams. TSZL keeps leaders engaged by creating leadership challenges to overcome. Learning how to perform concepts and processes during leadership exercises allows participants to learn and practice behaviors. We center our training on:

- What a leader must BE, KNOW, and DO
- Teamwork, Leadership, and Communication (TLC)
- Principles of Patrolling
- Team Leading Procedures (TLPs)
- Project-oriented Decision-Making Process (MDMP)

All the lessons taught in e-learning and the classroom will be used during leadership engagements.

***“The only real training for leadership is leadership.”***  
— Antony Jay



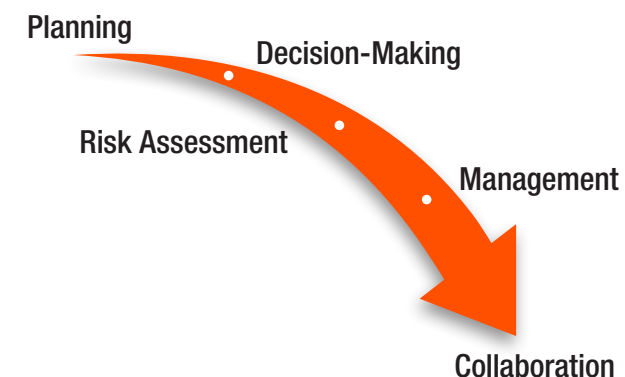
We teach the fundamentals and the discipline of leadership. After the leader understands the function of leadership, then we explore the BE, KNOW, DO philosophy.

- **BE** a leader
- **KNOW** what a leader must understand
- **DO** actions that stimulate action

**No matter your industry, purpose, or experience, this program will elevate your influence around people.**

The confidence you gain will be shared by the teams you lead. This course is about being a better person that develops the skills and experience to empower yourself, your teams, and the community.

**Coached by Experts** - The leadership coaches are a network of experienced military and cross-disciplinary leaders that teach concepts and techniques that worked on their highly effective teams. No matter the discipline, the principles of leadership remain the same. We provide a platform of professional collaboration with leaders with non-military backgrounds to localize, customize, and specialize training for each client.



**Three Six Zero Leadership translates leadership into a model that can be used by any organization.**

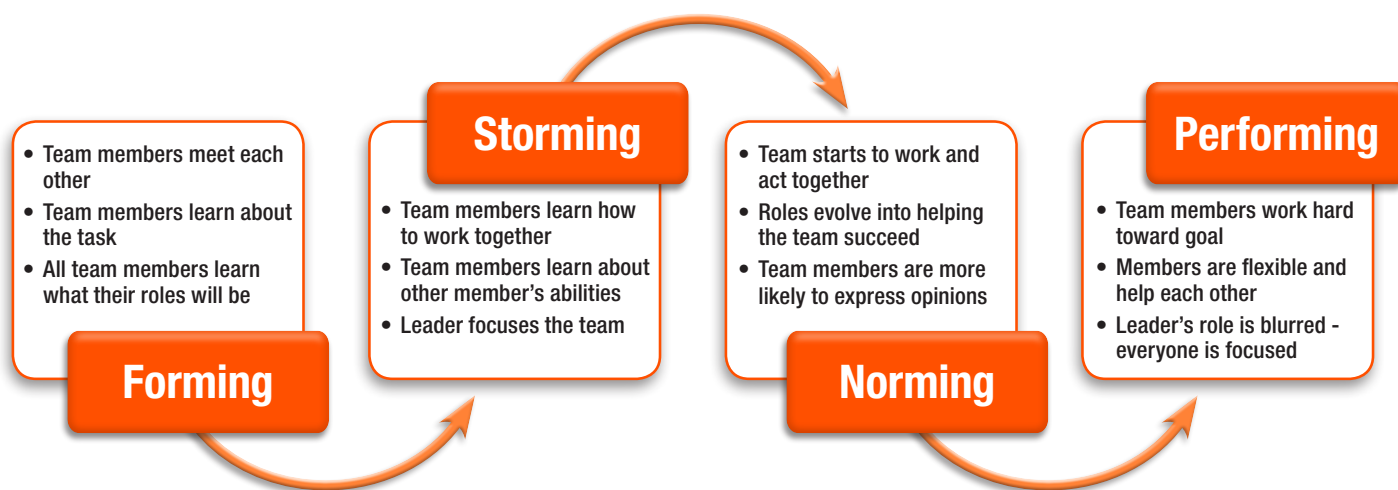


# MINDFULNESS. COMPASSION. SELFLESSNESS. LEADERSHIP.



We focus on developing a mindset to increase the leader's situational awareness and remain attentive of every team member while encouraging mutual respect. Explore the psychology of leadership and teams and investigate how to align them for optimum performance.

Participants learn how to break barriers between individuals overcoming differences, while forming effective teams.



The world is facing a global leadership crisis.

**77%** of leaders think they do a good job engaging their people, yet...

**88%** of employees say their leaders don't engage enough.

There is also a high level of suffering in the workplace:

**35%** of employees would forgo a pay raise to see their leaders fired.

This is an enormous waste of human talent—despite the fact that **\$46 billion** is spent each year on leadership development.

*The Mind of The Leader,*  
authors Rasmus Hougaard  
and Jacqueline Carter



The most important element of our course is *action*.

We bring leaders together from all walks of life and create an atmosphere of intense learning and fun. Our **Crawl, Walk, Run** method helps provide experience, confidence, and presence.



The Key Elements to our Leader Development:

- Focus on individual development by preparing participants for collective training
- Start with simple tasks and work toward more complex
- Build upon learned concepts and integrate them in various experiential training events
- Training designed to increase in intensity to improve proficiency

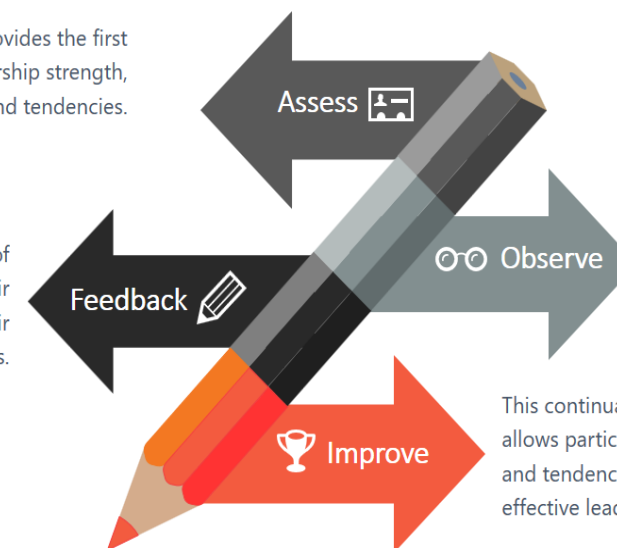
Three Six Zero maintains a **Leadership Portfolio** with the results of the assessments, courses, and experiential leadership evaluation results. Leadership evaluations are recorded in a Leadership Assessment Report that is used to record performance.

Three Six Zero Leadership

## Individual Leadership Portfolio

The Leadership Assessment provides the first insight into a individual's leadership strength, weaknesses and tendencies.

Each participant is given a review of their leadership in action, in their Leadership Portfolio, by their military mentor and team peers.



During each of the "live action" training events participants are observed by military mentors.

This continual feedback throughout the process allows participants to adjust their leadership style and tendencies to figure out not just the concept of effective leadership but also application.



For pricing and additional details, please  
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