## **Getting To the Heart of Change**

The pressures on organizations to change will only increase over the next decade. Yet the methods we have used in the attempt to transform organizations into stronger competitors have routinely fallen short, says John Kotter, "because they fail to alter behavior." Leaders must lead change, not manage or control change. In this workshop we'll examine the eight step process that every organization must go through to achieve its change vision. We'll explore the source of the five different responses to change and what conditions must exist before we'll actually push for change. Lastly, we'll discover what strategies we must employ to successfully create lasting change.

## **PURPOSE:**

Groom champions of change.

## **LEARNING OBJECTIVES:**

- To recognize the need for personal and organizational change.
- To learn how to create necessary personal behavior changes.
- To learn how to lead others through needed behavior changes.