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# Leading from the Middle

## ...Reaching to the Top

*You know you are in middle management when...*

- Your boss makes “tiny suggestions” that take weeks to implement;
- You work on projects that your boss takes credit for; and
- You end up the fall guy when things go wrong.

*At the same time, as a middle manager...*

- Your company depends upon you as the go-to person
- You train and develop emerging leaders; and
- You have the opportunity to become a senior leader.

If you recognize yourself as a manager in the middle and are looking for insight into how to become the leader you know you can become, then check out “Leading from the Middle.”

“Leading from the Middle” is a multi-module course that explores how to demonstrate presence, influence across boundaries, lead for common cause, and achieve sustainable results. The course is based upon John’s work as a leadership educator and executive coach as well as many of his books.

“Leading from the Middle” is essential to managers who want to achieve sustainable results that complement the mission of their organization.

### *Module topics:*

In “Leading from the Middle,” John Baldoni will teach you how to:

- Lead with Presence
- Think & Act Strategically
- Execute with Clarity and Alacrity
- Influence from the Middle
- Coach Your Employees
- Get Promoted
- Present as a Senior Leader

### *Coaching Program*

“Leading from the Middle” includes an optional coaching program complete with assessments, feedback and action planning.

# John Baldoni

## Baldoni Consulting LLC

### About John Baldoni

John Baldoni is an internationally recognized leadership consultant, coach, author and speaker.

John has taught what it means to inspire at the top of a mountain in the Canadian Rockies. At sea level in Orlando, Florida, John spoke to nearly one thousand USAF/JAG commissioned and non-commissioned officers on leadership and communication. And his new book, *Lead Your Boss*, was hailed by *Harvard Business Review* as a “guide that provides useful advice... [and] is encouraging and inspirational.”

Also in 2009, John was named one of the world's top 25 leadership experts by Top Leadership Gurus International. In 2011, Leadership Gurus named John number 11 on its list of top thirty global leadership gurus.

John began his business career in a fifteenth floor office with a view of a private golf course. Around the corner was a commanding view of the Pacific Ocean. In between was a recording studio where John produced and edited corporate radio spots. But John gave that all up to start his own business in the spare bedroom of a beachfront rental more than three decades ago.

In time, John established a career as a highly sought after communications and leadership consultant, where he had the privilege of working with senior leaders in virtually every industry from pharmaceutical to real estate, packaged goods to automobiles, and finance to health care.

In Fall 2011 John published his tenth book, *Lead With Purpose: Giving Your Organization a Reason to Believe in Itself*. Over the past decade John has established himself as world authority on topics that matter to leaders who are seeking insight into leadership challenges of the day. Through his books and his many columns for leading business publications, John has become a source of practical wisdom on topics such as influencing without authority, applying power appropriately, leading with grace and conviction, and developing genuine followership. All of these topics complement John's mission to help individuals and their organization achieve positive results. Consequently John's books have been translated into multiple languages including Mandarin, Hungarian, Indonesian, Japanese, Korean, Spanish and Vietnamese.

John speaks widely to corporate, professional, military and university audiences. Those who attend John's keynotes and workshops find his advice to be practical and his advice inspirations. Mixed with stories of great men and women, and leavened with light-hearted humor, John seeks down-to-earth practical advice that individuals can apply immediately. John's presentations blend his passion for leadership with genuine enthusiasm for helping people achieve their leadership ambitions.



### Quick Facts

- President, Baldoni Consulting LLC
- Executive Coach/Certified in multiple assessments
- Author of 10 books on leadership
- Developer of an Assessment on Leadership Presence
- Editorial Advisory Board, *Life Science Leader*

### Partial Client List

Abbot Labs  
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Ford Motor  
Genentech  
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Pfizer Global Research  
SHRM  
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US Steel  
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