

Leadership Accelerator CASE STUDY #1

Participant Profile: An accomplished sales and marketing professional, this **Director of Marketing** for a large accounting firm was interested in participating in the Leadership Accelerator program to help broaden her business acumen and increase her impact with her direct reports. She identified the following goals:

- Increase understanding of P&L and round out overall understanding of operations
- Improve delegation and execution skills as it related to getting results through others
- Learn how to set challenging and rewarding targets for direct reports while pushing for higher levels of performance

Key Outcome	Results
Overall Satisfaction with Program	Highly satisfied
Overall match rating	Excellent
Percentage of goals achieved	100%
Top benefits of program	<ul style="list-style-type: none"> • Increased my confidence • Helped me think more strategically • Improved my decision-making processes • Learned more techniques to manage up • Improved my ability to communicate ideas • Met challenges in my current role more easily • Improved my ability to lead and manage others • Increased my satisfaction in my current role • Increased my feelings of engagement with my current organization • Achieved the personal goals that I set out for myself
Additional benefits of program	<ul style="list-style-type: none"> • Established new patterns of behaviour and thinking that will produce lasting effects
Key benefits of working with an external mentor	<ul style="list-style-type: none"> • Increased personal effectiveness with direct supervisor • Objectivity provided by mentor • Opportunity to try out new ideas in a safe environment • Sounding board
Would you recommend this program to others?	Yes

Additional Comments:

This was such a great program. I loved the flexibility and how much we worked on and adapted my goals as the year progressed.

**Learn whether the Leadership Accelerator Program is right for you.
Call 416 915 3152 to book your no-obligation Pathfinder session today.**