

**Accountability**

**in Leadership**

**Blankenship  
& Seay**  
CONSULTING GROUP

**Leadership**

**Seminar**

**Blankenship  
& Seay**  
CONSULTING GROUP

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[blankenshipandseay.com](http://blankenshipandseay.com)

Since 1989, Blankenship & Seay Consulting Group has designed and implemented action-oriented leadership development experiences.

Through the delivery of personalized consulting services, we develop leaders from a wide range of industries. Learning occurs through a combination of presentations, real-life business challenges, feedback meetings, and coaching sessions.

## T E A M   L E A D E R



*Duncan Hulsey, Ph.D.*

“Accountability in Leadership” helps create stronger leadership teams, improve employees’ skills, and help individuals focus on targeted training needs.

Over four days, course participants will learn how to develop their employees, influence and persuade others, think and act strategically, and build stronger leadership teams. This intensive training is experience driven, not a classroom seminar, and includes real-life business challenges and post-seminar action plans.



*“Blankenship and Seay has been integral to our growth and development throughout the years. This seminar is a core part of our leadership development efforts.”*  
**Charles W. (Bill) Jones**  
 President & CEO, O’Neal Steel

## SEMINAR BENEFITS

Individual assessment includes a 360-degree evaluation, personality surveys, and a written leadership development plan

Feedback comes from the other participants and your consultant. A coaching session following the seminar helps to solidify learning and continued development

Best practices and advice from other participants provides a fresh perspective

## STRATEGIC THINKING AND PLANNING

STRATEGIC PLANNING BUSINESS SIMULATION

STRATEGIC APPROACH TO LEADERSHIP

SELECTING HIGH POTENTIAL LEADERS

## INFLUENCE AND PERSUASION

IMPROVING YOUR COMMUNICATION SKILLS

COMMUNICATING UNDER PRESSURE

PERSUASION TACTICS

## DEVELOPING OTHERS

MENTORING, COACHING, AND DELEGATION

FEEDBACK METHODS

PLANNING TECHNIQUES FOR DEVELOPING LEADERS

## BUILDING EFFECTIVE RELATIONSHIPS

THE RELATIONSHIP AS A LEADERSHIP TOOL

IMPROVING YOUR WORKING RELATIONSHIPS

MANAGING CONFLICT

## AT A GLANCE

**Length:**  
4 days

**Average Class Size:**  
15

**Instructor/Participant Ratio:**  
1:5

**Location:**  
Birmingham, Alabama



*“The business simulation, with challenging activities, was so much more effective than classroom lectures.”*

**J. DeWayne Wilson**  
 Contracts Manager, Georgia Power, Atlanta, GA





Jon Blankenship, Ph.D.



Murray L. Seay Jr., Ph.D.



Mark J. Freeman, Ph.D.



John M. Avis, Ph.D.,



Lisa Goldstein Graham,  
M.S.D.

## TRAINING SEMINARS

Leadership (Accountability in Leadership Seminar)

Managing Conflict

Selecting and Hiring New Employees

Having Difficult Feedback Conversations

Performance Appraisal Interview Skills

Myers-Briggs Type Indicator Workshop

Supervisory Skills

Innovation and Creativity

Customized Training



For registration information call 205.933.9170 or contact  
amanda@blankenshipandseay.com

blankenshipandseay.com

*“The ability to speak with and learn from peers was particularly valuable.”*

**John Schneider, AIA, LEED AP**  
Vice President, KPS Group

*“Virtually everyday I am able to use the skills I learned in the seminar.”*

**Mark Troxell**  
Regional Operations Manager, Rock-Tenn Company  
Chattanooga, TN

Blankenship and Seay is comprised of organizational

psychologists who conduct:

- Developmental Assessments
  - Executive Coaching
- 360-degree Feedback Surveys
- Pre-employment Screening
  - Succession Planning
  - Career Assessments
- Career Transition/Outplacement
  - Conflict Management
    - Job Analysis



*“The seminar is engaging and challenges your comfort zone.”*

**Tara Laechelt**  
Vice President of Accounting & Financial Management,  
Sterling Capital Management, Inc.