



BCS Professional Certificate in Team Leadership Detailed Guidance

Detailed Guidance – Team Leadership

Section 1	Definition of Leadership Leadership Theories	The Human Touch (Thomas et al) Chapter 5
Section 2	Responsibilities of the Team Leader Leadership Styles Action Centred Leadership	The Managerial Grid (Blake Mouton) Effective Leadership (Adair) The Human Touch (Thomas et al) Chapter 5
Section 3	Building Trust Concept of EQ EI Competencies Strategies for Developing Emotional Awareness	The Speed of Trust (Covey) The Human Touch (Thomas et al) Chapter 5 Emotional Intelligence In Action (Hughes et al)
Section 4	Team Engagement & Empowerment Situational Leadership	The Progress Principle (Amabile and Kramer) Situational Leadership II® (Blanchard et al) The Human Touch (Thomas et al) Chapter 5
Section 5	The Betari Box Mehrabian's Rule Thomas-Kilmann Conflict MODE Instrument Communication Styles Influencing	www.mindtools.com The Human Touch (Thomas et al) Chapters 2 and 6 Thomas-Kilmann Conflict MODE Instrument (Thomas and Kilmann) Influence: The Psychology of Persuasion (Cialdini)
Section 6	Definition of Performance Development of competence Setting Performance Objectives Evaluating Performance Situation-Behaviour-Impact model Coaching for Performance	Coaching for Performance (Whitmore) The Human Touch (Thomas et al) Chapter 10 The Conscious Competence model (Cadle et al) www.mindtools.com
Section 7	Identifying Priorities Managing Time The Time Management Matrix	7 Habits of Highly Effective People (Covey)
Section 8	Impact of Change The Change Curve Communicating Change Implementing Change	Business Analysis Techniques (Cadle et al): SARAH model The Heart of Change (Kotter) Business Analysis Techniques (Cadle et al): Lewin's Model of Organisational Change

Reading References

Adair, J. (2009) *Effective Leadership*. Pan.

Amabile, Teresa and Kramer, Steven (2011) *The Progress Principle: Using Small Wins to Ignite Joy, Engagement, and Creativity at Work*, Harvard Business School Press

Blake, R.R. and Mouton, J.S. (1972) *The Managerial Grid: Key Orientations for Achieving Production Through People (17th Edition)*. Gulf Publishing Company.

Cadle, J., Paul, D., Hunsley, J., Reed, A., Beckham, D. and Turner, P. (2021) *Business Analysis Techniques: 123 essential tools for success (3rd edition)*. BCS

Cialdini, Robert B. (2021) *Influence: The Psychology of Persuasion*. Harper Business.

Covey, Stephen R. (2004) *The 7 Habits of Highly Effective People*. Simon & Schuster Ltd.

Covey, Stephen R. (2008) *The Speed of Trust: The One That Changes Everything*. Free Press.

Goleman, D. (1996) *Emotional Intelligence: Why It Can Matter More Than IQ*. Bloomsbury Publishing plc.

Hersey, P., Blanchard, K.H. and Johnson, D.E (2012). "*Management of Organizational Behaviour*". 10 edition. Pearson.

Hughes, M., Patterson, L.B. and Terrell, J.B. (2012) "*Emotional Intelligence in Action*". 2 Edition. John Wiley & Sons

Kotter, J.P. (2012) *Leading Change*, Harvard Business Review Press.

Mehrabian, A. (1981) *Silent Messages: Implicit Communication of Emotions and Attitudes*. 2nd revised edition. Wadsworth Publishing Company.

Thomas, K.W. (2002) *Thomas-Kilmann Conflict MODE Instrument*. CPP Inc.

Thomas, P. et al (2014) *The Human Touch*. BCS.

Whitmore, John (2009) "*Coaching for Performance: Growing People, Performance and Purpose*", Nicholas Brealey Publishing, 4th Edition

Online references

www.mindtools.com