LEADERSHIP DEVELOPMENT

Handle Resistance

Leaders read the resistance in front of them through four lenses, acknowledge it, and turn it into forward motion before it stalls the change.

"Change keeps stalling out." "Our teams work in silos."

WHO IT IS FOR

LEVEL
Mid-level leaders, Frontline leaders, Senior leaders, Intact teams

GROUP SIZE
Any group size

TIME
Anywhere from 60 minutes to 2 days

FORMAT
In person · Virtual

LANGUAGES
English · Spanish

BUSINESS OUTCOME
Change adoption, Collaboration

WHAT HAPPENS

Participants name the hardest resistance they have faced, then learn what resistance is: a predictable, natural, emotional response that lives in everyone.

They diagnose real resistance through four lenses: process unclear, relationship threatened, vision missing, speed wrong. Then they draft the one sentence they will actually say and pressure-test it in pairs.

The resistance plan for the live change gets written in the room.

WHAT CHANGES

- Resistance reads as information instead of defiance
- Leaders acknowledge before they argue
- Projects land on time because the pushback was planned for
- One sentence per resistor, ready to say

HOW WE MEASURE

The team leaves with a written action plan, each item tied to a name and a date. Thirty days later we check which items moved and report that back to the sponsor.

HOW IT FITS WHAT YOU HAVE

Attaches to a named change initiative. Pairs with Lead the Endurance, where it runs as the Patience Camp block. Choose Handle Resistance Naturally when the team already holds Naturally assessments.

INVESTMENT

$10,000 per day

Per delivery · same number in USD, CAD and EUR

Half day or full day, one Facilitator. The standalone version: no assessment required. Also runs as the Patience Camp block inside Lead the Endurance. Available in Spanish.

Formats: anywhere from 60 minutes to 2 days, for any group size. One Facilitator day covers everything up to a full day at the investment shown; a second day adds $10,000.

WHAT IT INCLUDES

- A one-hour Joint Solution Design call, where you choose what your Participants experience
- Your Blueprint, the design for your delivery, reviewed by you before anything is built
- A Participant Manual matched to that Blueprint

PROOF

Every contract renegotiated in 8 weeks

Cadbury-Schweppes, 500+ team members: the renegotiation was planned for 8 months

"Because our team already knew how to handle objections, we renegotiated every contract in just 8 weeks!"
— VP Channel Sales, Cadbury-Schweppes

Schedule a 25-minute walkthrough

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