

Management Essentials™



OVERVIEW

Management Essentials™ is an experiential training seminar that provides managers with a new understanding of fundamental management strategies. It also strengthens managers' ability to lead professional teams collaboratively using a relationship-based process.

*"No business in the world has ever made more money with **poorer** management."*

~ Bill Terry ~

Participants leave this workshop with **better** management skills, and a strengthened ability to get work done through others for overall success.

Using new relationship skills, managers learn to think outside the box. The result is that management skills are delivered from a new and more effective relationship-based paradigm.

Management Essentials™ goes beyond the old ineffective top-down model to show managers how to effectively get work done through others.

WORKSHOP BENEFITS

- Delivers foundational management skills
- Shows how these skills can be accelerated
- Deepens awareness of individuals and teams
- Provides tools to promote higher morale
- Connects higher morale to greater productivity
- Bridges greater productivity to profitability
- Strengthens essential communication skills
- Teaches management coaching techniques
- Supports creation of a positive corporate culture



WHO SHOULD ATTEND

- All middle to upper middle managers
- Team Leaders
- Staff being groomed for management roles



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Management Essentials™



Day One

- Creating Safety, Confidentiality and Courage for the Program
- Assessing Current State of Management Team, Challenges, & Opportunities
- Overcoming Limiting Beliefs & Poor Practices
- Connecting Morale, Productivity & Profitability
- Understanding Behavioral Styles – Usefulness & Challenges of Diversity
- Improving Communication – Working Through Barriers & Raising Effectiveness
- Reducing Conflict

Day Two

- Applying Day One Skills to Day Two Management Domains
- Understanding Motivation – Approaches to Improve Morale, Productivity & Profitability
- Using Delegation – Benefits to You and Your Team
- Applying Evaluation – Formal & Informal Techniques in a Continuum
- Building Teams – How To Get Work Done More Effectively Through Others
- Interviewing for Better Results - Creating the Team You Need (Optional)
- Bringing It All Together

Workshop Materials: Every participant receives a bound copy of the *Management Essentials™* Workshop Manual, containing an overview of the course plus work-sheets, examples and exercises.

One Day Option: This workshop may be offered in a one day format with optional follow-up coaching. Contact us discuss your organization's unique needs.

For More Information:
Contact us at 1-800-501-1245 or
info@boldnewdirections.com or visit
www.boldnewdirections.com



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