

Workshop Outline: Management 2.0

Advanced Management Skills

In the era of fast paced changes due to technological advances and the evolution in workforce behaviors, it is crucial that managers understand the applied psychology of leadership. The classic definition of a manager who controls, directs, guides, and advises, is no longer enough. The lines between management and leadership are becoming blurred. Organizations are relying on managers to demonstrate the leadership qualities that promote a team to work faster and more efficiently. The success of a business rests on the intellectual capital of people they hire and their motivation. During the workshop, the participants will engage in group activities that will allow them to apply learnings in real life scenarios.

Objective

By the end of this course, the participants will receive practical tools and will be able to:

1. Clearly define qualities of a modern effective manager who can lead others to success.
2. Define personal strengths and development opportunities.
3. Improve critical thinking and communications skills through the art of influencing and persuading.
4. Plan and execute SMART goals by creating a culture of accountability.
5. Coach and motivate employees to perform at their full potential.

Participants

10-12 (Customizable workshop is available for an audience of up to 20 participants)

Audience: Experienced supervisors and managers. This course is also suitable to a manager who is newer to their role and consistently demonstrates leadership abilities that led to execution of above average results.

We will cover

1. Attributes of a successful manager who is a leader and psychology involved in leading people
2. The importance of knowing thyself (self-awareness) to become a better manager
3. Assessment of personal strengths
4. Understanding the difference between persuading, influencing, and manipulating
5. Practicing your styles of persuading – asserting, attracting and proposing
6. Setting SMART goals, communicating and executing them using effective influence persuasion techniques and holding people accountable
7. Coaching and motivation techniques to build a highly effective team

Preparation

Complete a pre-course (on-line or paper) questionnaire. This questionnaire will ask the workshop participants about the current knowledge and desired developmental opportunities.

Duration

Standard workshop is 4 to 6 hours. Customization of the program determines the timing of the agenda. The workshop topics could be broken into separate 1-2 hour sessions.

Location

At employer's site for a 4 to 6-hour workshop or on-line for a 1-2-hour session.