overview
Management Essentials™ is an experiential training seminar that provides managers with a new understanding of fundamental management strategies. It strengthens managers’ ability to lead professional teams collaboratively using a relationship-based process. Participants leave this program with better management skills and a stronger ability to get work done through others.

Learning new relationship skills helps managers 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 grow morale, promote productivity and deliver greater profitability.

workshop benefits
- Delivers Foundational Management Skills
- Shows How These Skills Can Be Accelerated
- Deepens Awareness of Individuals & 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

workshop materials
Every participant receives a bound copy of the Management Essentials™ manual, containing an overview of the course plus work-sheets, examples and exercises.

1-800-501-1245
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day one

- Creating Safety, Confidentiality & Courage
- Assessing Current State of Management Team
- Overcoming Limiting Beliefs & Practices
- Connecting Morale, Productivity & Profitability
- Developing Manager-Leader Skills & Traits
- Understanding Behavioral Styles
- Coaching Employees to Success
- Working Through Communication Barriers
- Improving Communication Effectiveness

day two

- Applying Day One Skills to Day Two Domains
- Understanding Motivation & Improving Morale
- Setting & Achieving Goals
- Benefits of Delegation for Your Team
- Building Teams to Increase Effectiveness
- Interviewing for Better Results
- Minimizing Conflict
- Creating the Team You Need
- Bringing the Essentials Together

discount options
Ask about our volume discounts for booking multiple workshops for your company, organization or association conference.

one day option
This workshop may be offered in a one day format with optional follow up coaching. Contact us for more information or to discuss your organization’s unique needs.

book your workshop
Contact us today to discuss pricing and scheduling options that suit your organization.

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