



Schulich
School of Business
Executive Education Centre

Register for
an Upcoming
Session:

October 16 - 18, 2017
April 11 - 13, 2018

Successfully Managing People

*Improve all facets of your leadership and management style
with our highest rated management course.*

Our Participants Say it Best:

"The seminar has taught me key triggers and hints to look for in evaluating the competency rating of employees. The competency rating system will ensure that my department will run optimally."

S. Cargello,
Operations Manager,
Marsh Brothers Aviation
Inc.

"The seminar was very interesting and I had the chance to reassess myself and my team. This seminar will definitely change my department. Better communication and coaching for entire staff."

N. Recio, Manager of
Assisted Lab Services,
Lumacare

"This course provided me with effective material and tools to improve my skills as a manager. Overall, I feel like I have an increased self-awareness of my strengths and weaknesses in my role."

A. Stupino, Tax
Manager,
Fuller Landau LLP

SEEC Moments of Insight include:

Defining a transformational mindset to create and condition a team culture that fits with today's working styles.

Leadership research insights into engaging all generations of the workforce and secrets to motivating new workers.

Increasing personal charisma and creating communication connections based on predicted patterns of response.



21 PDUs*

Register Today / Complete Details

seec.online/11530



Schulich
School of Business
Executive Education Centre



Successfully Managing People

Over 2,000 managers and supervisors have attended.
Register today!

Learn what effective managers do and how they do it.

As managers' responsibilities become more complex and demand the involvement of more people, **it is essential to explore alternate methods to motivate staff.** This program has been designed to allow current managers to **develop new leadership and behaviour styles** which will accommodate changing environments. By the end of the course, **participants' effectiveness will be enhanced** through improved interpersonal and managerial skills, better decision-making processes, dynamic coaching styles, and techniques to motivate individuals to meet objectives.

Top Take-Aways

1. Determine your **unique management and coaching styles**
2. Objectively **identify your perceived level of effectiveness** in terms of 14 management competencies
3. Discover how most dysfunctional employee behaviours are **caused by management practices**
4. Explore methods of bringing conflicts to the surface in order to manage them
5. How to **engage employees** in effective decision making
6. Adapt your leadership and communications styles to **fit any organizational context**
7. Use power appropriately to **reduce negative reactions**
8. Develop a **customized action plan** for creating a constructive work environment

Who Should Attend

This program has helped managers from all functional areas including:

- General managers and administrators
- Senior corporate managers
- Manufacturing, technical and plant managers
- Human resources and training managers
- Sales and marketing managers
- Operations and business unit managers

Featuring Management Effectiveness Profile System (MEPS™)

Complete an intensive management assessment instrument, followed by hands-on application of the concepts and 360° feedback provided during an action-packed three days.

Overview of Learning

Defining a Transformational Mindset

- A changing business environment
- Working styles of the future
- How conditioning creates a team culture

Managing an Inter-generational Workforce

- Latest research for engaging all generations
- The evolution of Leadership Theories
- Secrets to motivating the new workers

Influencing for Impact Model®

- Diagnosing employee competencies
- Management Action Situations® assessment
- Discovering your preferred style

Creating Communication Connections

- Interactive workshop
- Celebrating our differences
- Predicting a pattern of response from others
- Techniques to increase charisma

Perceptions of Positive Influence

- Influence Potential© assessment
- Position versus Personal Power
- Using the eight sources of Power

Coaching for Engagement

- Delegating appropriately
- Working with the regressive employee
- Recognition, reinforcement and feedback

Managing "Up" the Organization

- How to manage your manager
- Developing constructive interventions

Continues Online

Dates & Locations:

October 16 - 18, 2017
Miles S. Nadal Management Centre

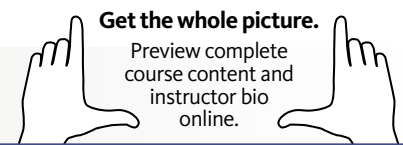
April 11 - 13, 2018
Miles S. Nadal Management Centre

Registration Fee:

\$3,250 + applicable taxes

Registration Details:

- Tuition includes teaching materials, lunches and refreshments, but not accommodations
- A special corporate rate is available for participants at partner hotels
- Programs run from 9:00 a.m. to 4:30 p.m.
- Modules, speakers, topics, dates, fees, and locations are subject to change



Complete Details / Register Today

<http://seec.online/11530>

Tel.: 416.736.5079 | 1.800.667.9380
or email excedinfo@schulich.yorku.ca