Successfully Managing People

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

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.

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. Cargnello, 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

Register Today / Complete Details
http://seec.online/11720

Register for an Upcoming Session:
April 11 - 13, 2018
October 1 - 3, 2018

21 PDUs* 21 CPD

Schulich School of Business Executive Education Centre
Successfully Managing People

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

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

Overview of Learning

1. The Leader/Manager in the Team Environment
   - Working styles of the future
   - Developing a transformation mindset
   - Creating personal and professional change strategies and goal setting
   - Inspiration and enthusiasm
   - Decision-making roles

2. Integrating Management Theory and Employee Competence
   - The evolution of management theory
   - What motivates people today for the long term
   - Understanding individual competency levels
   - Self feedback analysis – understanding your coaching strengths and weaknesses

3. Developing Your Leadership and Coaching Strengths
   - Aligning your coaching style to employee competencies
   - Managing “up” the organization

4. Strengthening Your Communication Skills
   - Creating communications connections
   - Cognitive and non-verbal skills
   - Inter-group communication

5. The Leader/Manager as a Source of Positive Influence
   - Influence Potential© Analysis
   - Using power positively
   - The new way of delegating

Continued Online

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.

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Get the whole picture.
Preview complete course content and instructor bio online.

Complete Details / Register Today
http://seec.online/11720
Tel.: 416.736.5079 | 1.800.667.9380
or email execedinfo@schulich.yorku.ca

PMI Talent Triangle PDU breakdown
Leadership: 21