



**Schulich**  
School of Business  
Executive Education Centre

Register for  
an Upcoming  
Session:

October 1 - 3, 2018  
March 11 - 13, 2019

# 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.



Register Today / Complete Details

<http://seec.online/11867>



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21 PDUs\*



21 CPD

# 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

### 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*

### Dates & Locations:

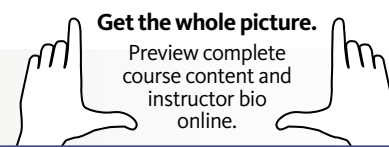
**October 1 - 3, 2018**  
Executive Learning Centre

**March 11 - 13, 2019**  
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/11867>

Tel.: 416.736.5079 | 1.800.667.9380  
or email [excedinfo@schulich.yorku.ca](mailto:excedinfo@schulich.yorku.ca)