



Schulich
School of Business
Executive Education Centre



Online
Virtual
Classroom

**Register for
an Upcoming
Session:**

TBA

Successfully Managing People

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

**Featuring the new,
secure ZOOM video-
conferencing platform.
You'll benefit from:**

- Multi-modal delivery of materials
- Engaging activities and interactive exchanges
- Breakout discussions with the instructors and your fellow participants

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:

"This course has provided me with skills and tools that are invaluable to creating better management environment @ making me a better leader overall!"

**Nick Scrymgeour,
Managing Partner,
CORGTA 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**



21 PDUs*



21 CPD

Register Today / Complete Details

<https://seec.online/13135>



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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.

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

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™)

This online assessment, with 360 feedback, is sent out approximately 3 weeks prior to the course date. It provides an overall picture of the manager's behaviour and level of effectiveness in areas such as leadership, promotability, ability to work with people, and interest in self-improvement.

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
- 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

Register Today!

Dates & Locations:

TBA

Online in the Virtual Classroom

Registration Fee:

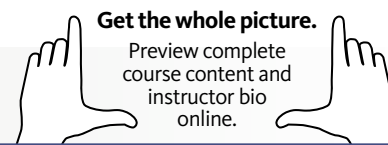
\$3,250 + applicable taxes

Complete registration details:

seec.online/FAQ

Technical Requirements:

seec.online/techreq



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