



One Day Managing People Not Like You

Purpose

To cause attendees to analyse, benchmark and reflect on their current personal performance, to offer learning opportunities based on proven common sense philosophies.

Benefits

By using this five stage programme attendees will gain an understanding of our interdependence with each other. They will have an opportunity to improve their skills so they may influence their direct reports, manager, and their internal and external customers; and be more effective within a changing culture and environment.

Content

- If you can't manage yourself why would any one let you manage them?
- Self Esteem is the fuel in the tank of all human endeavors.
- We can only be as good as you allow us to be.
- Responsibilities are unique or common; never shared.
- Only you are responsible for your own actions and for your inactions.
- Effective Leadership; Efficient Management
- Boss, Clients, Direct Reports, Suppliers, Colleagues, Self; who comes first?
- Purpose, Process, People.
- Change the People or Change the People.
- You only improve by doing things differently.
- Communicating with people not like you.
- Who do you have in your team; knowing what works for them, and doesn't work?
- A change of approach is needed for different types.
- The importance of common purpose and common values
- The consequence of your impact on others self-esteem.
- What are the qualities of successful team leaders?
- What are your qualities?
- What are you going to do next?

Expected outcomes

- Greater understanding of self.
- Personal output is a consequence of skills and relationships.
- Skills improvement techniques.
- The rules of responsibility.
- A framework plan for personal development
- Knowledge as why others do not think and act like you.
- An understanding that we are all in this together.
- How to get the best out of others.
- Personal Development Plans, you should have one