



Leadership Development for Managers

Topic Importance

"A leader, once convinced a particular course of action is the right one, must have the determination to stick with it and be undaunted when the going gets rough." - Ronald Reagan. Are you a new Manager? Have you been promoted from within your group because you were a great technician? You will learn how to provide and receive feedback for a more productive and friendly work environment. This **Interactive Workshop** will guide you to effectively manage teams, allowing you to **increase team productivity and morale**.

Objectives

During this presentation, you will have opportunities to:

1. Develop vision, mission and values – **Exercise**
2. Set goals and objectives – **Exercise**
3. Discuss and illustrate motivational techniques – **Role-play**
4. Practice interviewing and delegating techniques – **Role-play**
5. Demo performance review techniques and coaching skills – **Role-play**

Benefits

As a result of this Seminar, in 3 short hours you will learn:

1. Six common mistakes and how to avoid them
2. Seven important actions for effective communications
3. Five difficult personality types and how to manage them
4. Ten points to consider in becoming an effective leader
5. Identify growth areas that you need to work on for personal and professional development

Expertise

Acquired from several years as a Corporate Manager, from MBA and Ph.D. (ABD) studies and research. Successfully apply these techniques as a Corporate Trainer and Motivational Speaker who delivers training workshops and keynote speeches to organizations.

Duration

3-Hour **Interactive Workshop**

Target Audience

Marketing Associates, Professionals, Sales Associates, Supervisors, Technical Staff, and anyone who wants to develop effective leadership skills quickly.

Class Size

7-10 participants - optimum for increased personalized attention and more interactions

Why **P**ositive **A**ctions

Since 2001, **P**ositive **A**ctions has motivated teams to increase productivity, teamwork and communications with each other and their customers through customized value-added Training Seminars and Motivational Speeches. Positive Actions quickly provides customized, creative, cutting-edge and value-added training solutions to satisfy your training needs. For example, we had a 2-day turnaround to provide training solutions to a major corporation that we successfully accomplished. Organizations save time and money and increase productivity that increase profits by using techniques learned in our workshops. Additionally, **P**ositive **A**ctions provides timely follow-up to enhance business objectives.

"Thank you for your wonderful seminar on Public Speaking. My group of trainers as well as myself learned so much from the exercises. We all felt empowered and more confident in our training capabilities."

L. Roncs, Nordstrom Regional Director

Invest in your employees with **Positive **A**ctions today—satisfied employees provide fantastic customer service!** *"Companies that invest above the average in employee learning outperform the stock market by more than 45%. Those that don't, under perform by 22%."* (ASTD/Bassi).