

# customised management development

description	<p>A dynamic programme will be devised to meet the specific business objectives, people development needs and the desired culture of the organisation. The programme will be designed to build on current strengths, provoke fresh thinking and provide both the skills and the desire to improve performance and increase business results. A strong emphasis is put on achieving the required improvements in the workplace.</p>
who should attend	<p>People responsible for the performance of others. People who will benefit both themselves and the organisation by participating and can make a real difference!</p>
features	<p><b>Content will be devised and agreed to meet identified business and people development needs. Typical areas to consider could be ...</b></p> <p><b>Management Techniques</b></p> <ul style="list-style-type: none"><li>• the principles of effective people management</li><li>• effective use of time and available resources</li><li>• co-ordinating the company objectives</li><li>• planning, organising and controlling the team</li><li>• management as a sales process.</li></ul> <p><b>Motivation and Leadership</b></p> <ul style="list-style-type: none"><li>• using motivation, not manipulation</li><li>• developing and maintaining respect</li><li>• the value of team spirit and how to develop it</li><li>• providing inspirational leadership</li><li>• communicating for impact and achieving results</li><li>• effective goal setting and providing direction</li><li>• systematic problem solving and decision making</li><li>• coaching and empowering the team.</li></ul>
format	<p>A modular workshop approach, which uses a combination of tutorial presentation of ideas, group consideration and facilitated review. To identify where, and how, recognised best practice can be applied in the workplace to improve business results. Follow-up review sessions are used to support the implementation of enhanced performance in the workplace.</p>
benefits	<ul style="list-style-type: none"><li>• Improved business results through the development and more effective performance of people.</li><li>• Increased participants' confidence in their own ability.</li><li>• Improve how people understand, motivate and develop their teams.</li><li>• Improve peoples' ability to be effective and persuasive communicators.</li></ul>

## For more details of our consultancy and training support

call us direct on 01235 770791

or fax us on 01235 766701

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Email us at [training@a-t.co.uk](mailto:training@a-t.co.uk)

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