



Leading and Managing Performance A Real Game Changer

Event Information

This highly interactive event will provide people with the opportunity to embrace key management challenges and agree objectives that will ultimately influence how people and teams perform moving forward.

Aim: To look at how people and teams work together to meet the strategic needs of the business. In particular helping people take ownership of key impact opportunities.

To look at how people aim to improve communication ultimately improving competence and performance.

Objectives

- To review personal priorities and challenges in the key areas of management and leadership, including diligence obligations.
- To review best ways of enhancing performance through quality communication
- To look at ways of managing and leading challenging behaviour
- To review ways of gaining personal development that will ultimately improve operational performance.

Outcomes

A greater understanding of individuals skill sets capacity and competence levels, providing people the opportunity to maximise productivity and manage transformation.

Pre-Event Preparation

Ensure people come prepared to this event with an overview of work-related Priorities, Challenges, Ideas and Developments.

Joining Information

The event will take place at your own premises and would start at 9.00 and finish at approximately 4.00 pm.

Refreshments: provided throughout the day.

Cost (excl. VAT): £75.00 per person Minimum 6 delegates, up to 14 in total

Event Contact & Facilitator:

John Jones, Director of Transformation

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COURSE CONTENT

Leading and Managing Results	
An innovative and action-packed programme aimed at embracing the challenges we face with transition and growth.	
Programme Aim:	Influencing and managing results is an extremely powerful concept, helpful in virtually every aspect of personal and inter-personal relations. An enhanced understanding of influencing people can greatly help individuals to build rapport with others, helping change direction and achieve desired results. This programme is designed to help managers and leaders understand some of the key principles of influencing and the benefits that can be gained from applying it pragmatically.
Module 1 Sharing Priorities and challenges <ul style="list-style-type: none"> Reflect what is going on in your area Explore what is going on with others Share priorities and challenges Embracing how we influence results through people. 	Module 2 Getting your message across <ul style="list-style-type: none"> It's not what we say it's the way that we say it. Review best ways of communicating effectively Look at how we receive and deliver information
Module 3 Managing people's expectations <ul style="list-style-type: none"> Gain a better understanding of how rapport can influence results Explain how we can influence results through pacing and leading It's not what we do it's the way that we do it. 	Module 4 Setting realistic targets and goals <ul style="list-style-type: none"> Provide an effective process for setting and achieving goals Review personal competence and benchmark performance Look at ways of continuously improving
Outcomes for the Business:	<ul style="list-style-type: none"> Provides an enhanced range of techniques that can be used to remove individual and team performance barriers. Promotes improved operational insight. Develops communication techniques to motivate, enhance performance, helping you influence cultural shifts.
Outcomes for the Individual:	<ul style="list-style-type: none"> An awareness of how as managers and leaders process information and effectively communicate with others A deeper understanding of personal and team barriers to success. Ability to establish buy-in and build rapport. An understanding of how to set achievable goals, and the techniques used to achieve success.