

Management Programme

7 one-day workshop-style seminars over 6-7 months, for Senior Executives who wish to self-assess and develop their management style and impact (max 12 participants).

Seminar 1 Being a Senior Executive	<ul style="list-style-type: none">• Responsibilities and challenges• From team member to manager who controls change• Assessment of current personal management style and impact• Deciding how to use and manage time as a leader
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
Seminar 2 Managing Junior Executives	<ul style="list-style-type: none">• Report Back: exchange of implementation plans since Seminar 1• Communication and delegation with motivation• Raising and sustaining performance and morale• Managing negative attitudes and behaviour
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
Seminar 3 Leading and Managing Teams	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 2• Setting direction and communicating decisions• Processes for creativity and innovation• Managing the behavioural impact of team members
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
Seminar 4 Influencing Upwards	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 3• Persuasion skills• Being holistic and influencing stakeholders• Presentation skills
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
Seminar 5 Growing the Business	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 4• Developing commercial awareness and competitiveness• Attracting, retaining and developing good people• Managing reputation
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
Seminar 6 Leading Internally and Externally	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 5• Coaching others• Managing conflict and poor performance• Facilitating internal/external meetings
<i>During the 4-6 weeks between Seminars: implementation of new ideas and insights at work</i>	
Seminar 7 Managing the Future	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 6• Establishing and maintaining operating principles and ethos• Leading change, growth and transformation• Handling personal stress