



Leadership Training for Managers®

**"Management is about
human beings."**

— Peter F. Drucker



Now that you are in charge, are you shocked to learn that all the rules have changed? Command and Control has been replaced by Contradiction and Chaos. Employees are not told what to do anymore. Now, you influence their choices and assist them in reaching goals. You do not direct; you win the team over to your point of view. You do not dictate; you inspire!

The business world has changed! Management was about pushing people to succeed. Leadership is about pulling people along to succeed. You require a new skill set to make it to the top in a "pull" environment.

This course teaches how to stop managing and start leading, making you a vital part of your organization's future.

The days of assuming that a good manager was also a good leader are gone. Clear distinctions are being made between the two. Learn the differences between managing and leading and then begin gravitating toward a more direct leadership style and away from a management-based style. Stop pushing and start pulling.

Hear that sound? It is the sound of a business paradigm shifting yet again. Register yourself for success. Leadership Training for Managers will transform you from yesterday's manager to tomorrow's leader.

Process

After this program, you will be able to:

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| 1. Understanding the distinction between personal leadership and organizational leadership | <ul style="list-style-type: none"> • Identify the qualities of a good leader • Recognize the role in organizations • Understand the five drivers of leadership success |
| 2. Creating an innovation process and understanding the planning process | <ul style="list-style-type: none"> • Discover the process that drives innovation • Master the 8-step planning process • Develop and deploy the implementation plan |
| 3. Understanding the performance process and accountability
Creating a coaching and appraisal process | <ul style="list-style-type: none"> • Align performance goals with strategy • Define performance standards • Hold people accountable • Learn effective coaching techniques |
| 4. Improving problem analysis and decision-making

Recognizing human potential | <ul style="list-style-type: none"> • Master different methods of problem analysis and decision-making • Recognize the potential of others |
| 5. Employing a delegation process

Handling mistakes | <ul style="list-style-type: none"> • Learn the 8-step delegation process • Handle mistakes with consideration • Help people accept new ideas |
| 6. Building quality communication to lead and facilitate more effective meetings | <ul style="list-style-type: none"> • Use human relations principles to develop teamwork and trust • Promote interactive communication • Strengthen listening skills |
| 7. Striving for continuous improvement | <ul style="list-style-type: none"> • Balancing continuous improvement and breakthrough • Recognize individual and team success |

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