

Since 1989, Alan has been the training partner of Fortune 500 and FT100 companies worldwide, providing competency building in sales, communication and leadership.

“All resources are not obvious; great managers find and develop available talent.”

Zig Ziglar

Managing and Motivating

The practical application of an enhanced understanding of human behavior styles is the primary benefit of this training. Learn how to effectively read people in order to adjust your communication to achieve the greatest level of motivation and performance from and with your staff.

Topics and Benefits

- **Introduction to Your Management Style** Participants examine their own natural tendencies and recognize the effect of their style on their team members.
- **People Reading** Managers learn how to identify the DiSC behavior styles of coworkers and how to predict attitudes and reactions to assigned tasks and their environment.
- **Directing and Delegating** Managers and supervisors learn their strengths and challenges when assigning tasks and leading teams. They learn how to become more effective and efficient.
- **Motivation** Managers discover how their DiSC styles affect the motivation of others. They learn to use language and actions designed to increase others' motivation.
- **Developing Others** Managers learn about their natural styles of developing others. They also discover the development preferences for each DiSC style and how to accommodate each style.
- **Working with Your Manager** Participants learn to modify their approach to meet the needs and preferences of their bosses. They increase their ability to influence and communicate effectively with their managers.

The Training

8-Hour classroom format

Interactive methodology

Content rich video examples

Specific and balanced feedback provided

Ten minutes of Pre-work to complete an online questionnaire

