

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

- Are your rewards dependent on the performance of others?
- Are you frustrated with the low commitment of some team members?
- Would you like to fire everyone and start afresh?
- Is working for your manager a challenge?

Topics and benefits

- **Introduction to Your Management Style** –Participants examine in-depth their management style and recognize how it can be more or less effective with some team members.
- **People Reading** Managers learn how to identify the DiSC behavioral styles of the people they manage and how to predict attitudes and actions to their tasks and environment.
- **Directing and Delegating** – Participants learn their strengths and challenges when directing and delegating. They learn how to effectively communicate tasks and responsibilities.
- **Motivation** – Participants discover how their DiSC styles affect the motivation of others. They learn to use the language and actions designed to increase others' motivation.
- **Developing Others** – Participants 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 Hours in classroom format

Interactive methodology

Content rich video examples

Specific and balanced feedback provided

Ten minutes of Pre-work to complete an online questionnaire

