

Maximising Your Strengths as a Manager

with Helen Mattacott

Thursday, 25th February 2010, 219 St John Street, London, EC1V 4LY

Introduction

Are you getting the most from your key contributors? Do you want to get the most out of your key performers and deal with poor performers effectively?

This session is primarily aimed at managers/owners/heads of department/ course directors/business managers and project sponsors.

Session Outline

This session looks at how to be a more effective, empathic manager, and maximise the performance of your staff. Use this non-threatening environment to discover the strengths and challenges in your personal management style. Learn the impact your behaviour has on your staff and find out how to play to their strengths. The aim is to make you, and those you manage, more effective.

The term, there is no I in team, is a much used phrase. Yet in reality every team is made up of individuals each with different needs and motivation triggers. Knowing what these are gives you a big advantage. This workshop is designed to help you to do just that. You'll learn how to address the three greatest challenges to team effectiveness: motivation, conflict, and communication. We'll also show you some simple steps to make lasting improvements.

Timetable	
Registration	10.00
Start Time	10.30
Approximate End Time	16.30/17.00
<i>Lunch and refreshments provided</i>	

Outcomes

- Appreciate the individual needs and preferences of your team members.
- Understand your own management style, and its strengths and challenges.
- Appreciate all the different ways in which your behaviour can be interpreted
- Recognise and capitalise on their motivation triggers.
- Understand your own conflict style and the impact it has on others
- Recognise inappropriate or unproductive communication

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- Develop the skill to adapt to the diverse styles of each team member.
- Understand the strengths and challenges each person brings to the team.
- Reduce the confusion and complexity of understanding each team member

Trainer Profile

Helen Mattacott is a fully accredited business coach using Ology business development methodology. Based in Exeter, she runs her company, Beacon Peninsula, specialising in small to medium business development, management training and medical consultancy. She has extensive experience in executive and senior management coaching on a one-to-one, team and organisational level. Her expertise is in combining her passion for leadership training with her experience of and through understanding of the EFL industry. She genuinely enjoys supporting and challenging people who want to change aspects of their working life to reach their full potential. She has acquired 30 years of experience in a wide variety of private and state sector organisations in the UK and overseas, international enterprise, latterly working on projects within the NHS.

Contact:

Professional Services Officer: Beth Macchi
English UK, 219 St John Street, London, EC1V 4LY
Tel: 020 7608 7960, Fax: 020 7608 7961
w: www.englishuk.com, e: training@englishuk.com