

Leadership

# Influential Management: Understanding People and Process

En personne

This intensive new program from Dale Carnegie Training® helps individuals achieve outstanding results through others. It covers the basics like planning, organizing, and control, but focuses on building interpersonal effectiveness. This two-day program will teach participants how to gain employee commitment, lead confidently, and motivate employees to peak performance.

## Ce que vous apprendrez

1. Develop Personal Leadership Distinguish between leadership and management and utilize techniques to build trust and open communication. 2. Time Management Identify priorities and time utilization tools required to remain focused on the balance between people development and economic results. 3. Delegation Plan, prepare, and communicate effectively when delegating tasks and responsibilities to develop and train others. 4. Handling Mistakes Effectively overcome mistakes using a human relations approach. Refer to the problem or situation in a professional way to more consistently retain valuable people and team empowerment. 5. Analyze Problems and Make Decisions Identify processes to solve challenging problems and apply decision-making techniques to involve teams. 6. Communicate to Lead Consider various forms of communication and their impact. Practice the tools that close the communication loop and ensure that our message has been received and understood.

## Pourquoi vous voulez l'apprendre

Consensus, teamwork, bottom-up idea generation, alignment, loyalty, and commitment are just a few of the outcomes of the switch from pushing people to achieve to pulling employees to succeed.

## Comment cela va vous aider

In short, we help managers combine their visions with our unique methodology to result in employees who support a world they helped create.