

Management



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Over the last several years management has taken on many new and complex dimensions. Advancing technology, changing values, and increasing competition have created new and exciting possibilities for every company. The challenge facing management today is developing an organization that can achieve tomorrow's goals while continuing to meet the daily challenges of today's changing business environment. To balance these organizational and economic demands a manager needs a systematic, results-oriented approach to organizing, managing, and motivating his or her people.

Today's management requires the skills to manage people to a higher level of productivity and successful outcomes. Every company and organization is forced to accomplish more with less in this global business environment. Effective managers are a key ingredient for increased profitability and growth for organizations.

A Process for Results

The Sales Development Process is designed to help managers develop the skills needed to do more with less and be able to aggressively accomplish organizational and personal goals and objectives. As a result of this process, managers understand why and how they can be essential to achieving the organization's goals. This process makes management development not only possible, but eminently profitable.

The Formula for Success

Ask + Goals = PBC => IR

**Attitude
Skills
Knowledge**

**Positive
Behavior
Change**

**Improved
Results**

Critical Issues Covered

- Manager as a Leader
- Criteria for Goal Setting
- Order of Values
- Solutions and Action Steps
- Confidence
- Attitude Motivation
- Transaction Analysis
- Timing and Decisions
- Management Communications
- Making the Most of Your Time
- Subordinate Development
- Creating a Problem Solving Environment

Measurable Results

- Cohesive, Energized Teams
- Reduced Turnover
- Improved Organizational Profits
- Developed and Sustained Corporate Values
- Professional Expectations Accomplished
- Increased Market Share

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