

IMPROVING YOUR MANAGERIAL EFFECTIVENESS

Develop proactive approaches to meet complex challenges with your team.

Seminar #2508

Overview

Designed for midlevel and developing managers, the focus is on knowing yourself and how your behavior affects your own effectiveness and the actions of your team. You'll learn key components of team dynamics and how understanding individual goals, values, strengths and weaknesses can lead to more effective style of management and overall team performance.

Schedule

- [3] days
- [3] days - \$2,345 Non Members
- [3] days - \$2,095 AMA Members
- [3] days - \$1,794 GSA

Credits

1.8 CEU /18 PDU

Schedule

We have 20 scheduled sessions located nationwide starting between 5/30/2012 - 2/11/2013

Date	Location	Duration
May 30, 2012 - Jun 1, 2012	Arlington/Washington DC, DC	3 Days
Jun 25, 2012 - Jun 27, 2012	New York, NY	3 Days
Jul 25, 2012 - Jul 27, 2012	San Francisco, CA	3 Days
Aug 1, 2012 - Aug 3, 2012	New York, NY	3 Days
Aug 20, 2012 - Aug 22, 2012	Chicago, IL	3 Days
Sep 5, 2012 - Sep 7, 2012	San Francisco, CA	3 Days
Sep 10, 2012 - Sep 12, 2012	Atlanta, GA	3 Days
Sep 19, 2012 - Sep 21, 2012	Arlington/Washington DC, DC	3 Days
Oct 8, 2012 - Oct 10, 2012	Dallas, TX	3 Days
Oct 24, 2012 - Oct 26, 2012	New York, NY	3 Days
Nov 5, 2012 - Nov 7, 2012	Boston, MA	3 Days
Nov 14, 2012 - Nov 16, 2012	Arlington/Washington DC, DC	3 Days
Nov 28, 2012 - Nov 30, 2012	San Francisco, CA	3 Days
Dec 5, 2012 - Dec 7, 2012	Chicago, IL	3 Days
Dec 19, 2012 - Dec 21, 2012	New York, NY	3 Days
Jan 14, 2013 - Jan 16, 2013	San Francisco, CA	3 Days
Jan 23, 2013 - Jan 25, 2013	New York, NY	3 Days
Jan 28, 2013 - Jan 30, 2013	Arlington/Washington DC, DC	3 Days
Feb 6, 2013 - Feb 8, 2013	Chicago, IL	3 Days
Feb 11, 2013 - Feb 13, 2013	Philadelphia, PA	3 Days

Registering more than 4 people, please call 1-877-566-9441.

How You Will Benefit

- Ensure long-term business results by focusing on employee development
- Meet the diverse needs of all your team members with proven communication techniques
- Align motivation with work and personal goals
- Anticipate and resolve conflict situations
- Instill a culture based on trust, partnerships and respect
- Increase dialogue and constructive feedback for optimum managerial effectiveness
- Partner with your team to ensure long-term productivity
- Use delegation to increase performance and individual growth

What You Will Cover

The Learning Workplace

- Deal with significant changes
- Assess your approach to challenges from your staff
- Understand your behavioral profile and scoring matrix

The Manager's Style—How Others See You

- The four primary behavioral styles: relater, socializer, thinker, director
- How to recognize others' behavioral styles to increase support and communication
- Style adaptability to increase your managerial effectiveness

Managing Teams

- Teams, team stages and work group
- How to develop, create and manage a successful team

The Transformational Coach—Partnership Coaching

- How to move from a boss to a coach
- The competencies and strengths of a transformational coach
- Identify your developmental strategies

Style and Motivation

- Key values in determining various ways to motivate people
- The relationship between values and individual expectations
- Assess your company's existing recognition, reward and benefit systems in relation to employee growth and performance
- How to select motivators based on individual needs

Managing Conflict

- Assess your preference and approach for dealing with conflicts
- Identify the critical modes for reaching successful resolution
- Shift your style to manage conflicts

Delegation for Growth

- Barriers and techniques to overcome resistance and minimize risks
- Reexamine the effectiveness of your current delegating techniques
- Delegation styles and approaches

Managing Performance and Growth

- Apply all concepts learned through simulation actions
- How to promote continuous learning among your staff

Who Should Attend

Experienced managers with three to five years of management experience who are interested in enhancing their managerial effectiveness.

Note: To attend this seminar, we recommend prior attendance in at least one skills-based management course.

This course qualifies for 18 PDHs in maintaining the EMCF (Engineering Management Certified Fundamentals) and EMCP (Engineering Management Certified Professionals) credential, as well as for "contact hours" that are required to apply to sit for the EMCF and EMCP Certification Examination.

Special Feature

This is a Blended Seminar.

Ways to Register

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email customerservice@amanet.org
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)