

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that—our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/2239](http://www.amanet.org/2239)

# Leadership and Team Development for Managerial Success

## Get effective leadership skills for managers to inspire and influence your people to achieve team goals!

Managers who will be promoted are the ones who not only manage efficiently but also lead their teams effectively. The ability to do this during tough times is the acid test. Developing leadership skills is crucial. Learn how to work in a horizontal mode of operation...apply a consistent theory in leading your team...and teach critical leadership skills to members of your team, so each and every one of them can lead the team in your absence.

### How You Will Benefit

- Understand leadership skills for managers to know when to manage and when to lead your team
- Assess your leadership behavior and determine the best style to generate results
- Clearly visualize your goals and communicate them to your team
- Work in a horizontal mode of operation instead of managing only one piece of the process
- Develop a high-performance team by first developing leadership skills
- Use effective communication to motivate and coach

### What You Will Cover

- Understanding leadership style and the situation
- Emphasizing the importance of vision in aligning team performance
- Integrating your leadership and managerial
- Examining the leader's role as motivator and coach
- Distinguishing the four team types
- Exploring the principles that make teams work
- Diagnosing work-teams: a work-team simulation

### Who Should Attend

New managers, team leaders and business professionals interested in acquiring effective leadership skills for managers.

### Special Feature

**This Seminar Features Blended Learning**

AMA Blended Learning combines instructor-led training with online pre- and post-seminar assessments, tune-up courses and other resources to maximize your training goals. Through a blend of proven instructor-led seminars and powerful online technology, AMA Blended Learning provides a compelling and more comprehensive experience for the learner—producing a greater return-on-investment for the employer and the seminar participant.

## Schedule

- [2] days - \$2,195 Non Members
- [2] days - \$1,995 AMA Members
- [2] days - \$1,889 GSA

## Credits

1.2 CEU/12 PDCs

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