

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/2285

Managing Today's Technical Professionals

Managing information technology professionals demands a whole new set of skills.

How do you get people who typically work alone to function as a team unit? How do you get through to your direct reports to give constructive feedback and create the right energy to get things done?

At this seminar, you'll broaden your perspective, get a keen understanding of the way technical professionals function and communicate so you can get your project teams, task forces and work groups working together with greater efficiency. You will examine your role in everyday interaction and practice specific skills on running meetings, coaching and providing feedback while leveraging talents in your direct reports to help you reach your goals.

How You Will Benefit

- Understand what drives or motivates IT professionals
- Develop a broader organizational perspective
- Learn which combination of best management approaches works best for your team of information technology professionals
- Align the IT professional's goals with business goals
- Analyze performance based on business requirements

What You Will Cover

- Using the MBTI® Instrument to understand your type and the working styles of those you manage
- How the characteristics of "typical" IT professionals affect your management action
- Planning—the foundation of managing technical professionals
- Making decisions with technical professionals
- Delegating, motivating and coaching
- Choosing talented technical professionals
- Managing progress and evaluating performance
- Managing effective communication in a changing world

Who Should Attend

IT and technical professionals who have been—or are about to be—promoted to a management position...experienced managers who are new to the technical environment.

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

- [3] days - \$2,445 Non Members
- [3] days - \$2,195 AMA Members
- [3] days - \$2,079 GSA

Credits

18 PDU/1.8 CEU/18 PDU_L

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