

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/2508](http://www.amanet.org/2508)

# Improving Your Managerial Effectiveness

## You have the power to create change and inspire successful outcomes

Get ready to examine your managerial style and increase your self-awareness. Here's your chance to **adapt to change, navigate conflicts, and motivate your people**. You'll have an opportunity to **experience management simulations** and role-model the specific behaviors that will enable you to perform at your very best, to move from being a boss to a coach who gets results. Attend this seminar to learn how to conquer obstacles that can make or break a career in management.

### How You Will Benefit

- Increase your confidence and gain better buy-in from your team
- Create a high-performance team with shared goals
- Motivate your people and help to connect work with a purpose and meaning
- Gain practical tools to deal with conflicts and challenging employees
- Quickly adapt and change your behavior to better drive productivity
- Acquire the behaviors and competencies of a transformational coach
- Get feedback and answers to your challenges through simulations

### What You Will Cover

- Understanding your role as a learning leader to influence team members
- Developing self-awareness of your style and behavior
- Understanding what it takes to create a high-performance team
- Identifying remedies to fix dysfunctional teams
- Developing your team members to reach their highest potential
- Knowing how to become a transformational coach
- Identifying motivating triggers, barriers, and generational differences
- Applying intrinsic motivational strategies
- Assessing your conflict profile and applying the most effective approach for handling conflicts
- Learning to deal with real workplace challenges through management simulations
- Navigating team dynamics

### Who Should Attend

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

### 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 /21 CPE/1.8 CEU

18 PDU\_L

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