Building Strong Management Skills

Date	Venues	($)Fees	Book your seat
17 Aug -21 Aug 2025	Istanbul	3300	[Register Now](#)

Program Objectives

Upon completion of this programme, you will be able to:

1. Enhance your confidence and improve your managerial competence
2. Create a high morale work environment through self awareness and feedback
3. Communicate effectively by understanding how supportive communication and active listening improve managerial effectiveness
4. Build trust and manage relationships with your bosses, subordinates and peers
5. Understand the importance of a strong powerbase and apply influencing strategies appropriately
6. Manage and resolve conflicts in the workplace
7. Motivate individuals and build high performance teams to achieve desired organisational goals

WHO SHOULD ATTEND?

- Mid Level Managers
- Senior Managers
- Entrepreneurs and Owners of Small to Medium size Companies

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Course Outline

Introduction: Management Skills and Managerial Effectiveness:

- Understand the Nature of Management
- Why and What Skills are Critical to Management Success

Building Trust:

- How Trust Contributes to Individual and Organ ization al Effectiveness
- How to Build Trust and How to Repair Trust Once Broken

Communicating Effectively:

- How Communication Contributes to Managerial Effectiveness
- Principles of Supportive Communication to Strengthen Relationships
- Techniques for Active Listening

Managing Conflict:

- Diagnose the Focus and Source of Conflict
- Utilize Appropriate Conflict Management Styles
- Resolve Interpersonal Confrontations Through Collaboration and Negotiation

Gaining Power and Influence:

- Understand the Power Concepts
- How to Enhance Personal and Position Powers
- Use Influence Appropriately to Accomplish Exceptional Work

Motivating Others:

- Identify the Factors that Motivate People to Perform
- Diagnose Sources of Performance Problems
- Discuss the Job Characteristics Model as a way to design Motivating Jobs

Empowering and Delegating:

- Understand the Concepts of Empowerment and Delegation
- Proactively Adopt Principles of Personal Empowerment
- Utilize Principles of Effective Delegation

Creating High Performance Teams:

- Identify th Characteristics of Efffective Teams
- Recognize the Stages of Team Development
- Identify Obstacles to Effective Team Performance

Developing Self – Awareness:

- Why Do You Need to Understand Yourself
- Know How to Continually Learn about Yourself to Improve Existing Skills and Build New Ones
- Personal Development Plan

WORKSHOP STYLE

A mixture of short presentations, interactive discussion, individual exercises and group work. The emphasis throughout is on a practical approach using case material and examples.

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