

# Managing People

## How to make a difference

[Click here to Register](#)

2 Days: CUA Ref: # 818443

### Course Overview

A manager's job is to make a positive difference. The extent to which a manager achieves this objective is dependent on many factors – most of which relate to people and how well they are managed.

*Managing People* is an interactive program that develops vital competencies so that managers can make more of a positive difference in their work environments.

The essence of this course is about managing self, individuals, groups and the relationships between groups. By having personal management style assessments, practise exercises and individual feedback you will be able to implement specific skills to enhance your personal impact when managing people.

Participants will come to understand the principles and strategies of managing people and apply those skills to achieve a better work environment with increased cooperation and productivity from colleagues.

The principal difference between this two-day program and our one-day *Managing People* program increased practical activity – well as the emphasis on developing a plan to increase cooperation and productivity from individuals and the team.

### Recommended For

Managers, team leaders, project managers, supervisors, or anyone who has to manage others and make a difference.

### Benefits

#### For the organisation

- Better empowered staff;
- More confident managers; and
- Better teamwork.

#### For individuals

- Clearer self-knowledge; and
- Various options to manage others and the team more productively.

### Learning Outcomes

By the end of the two day program participants will have:	
<ul style="list-style-type: none"> <li>• Greater self understanding;</li> </ul>	<ul style="list-style-type: none"> <li>• Related people skills to supervision;</li> </ul>
<ul style="list-style-type: none"> <li>• A clear system to empower others;</li> </ul>	<ul style="list-style-type: none"> <li>• Practised positive assertive skills;</li> </ul>
<ul style="list-style-type: none"> <li>• Examined different management styles;</li> </ul>	<ul style="list-style-type: none"> <li>• Used different styles to manage differences;</li> </ul>
<ul style="list-style-type: none"> <li>• Practised different listening and questioning skills;</li> </ul>	<ul style="list-style-type: none"> <li>• Given and received feedback;</li> </ul>
<ul style="list-style-type: none"> <li>• Highlighted important communication and personal relations situations;</li> </ul>	<ul style="list-style-type: none"> <li>• Developed a personal plan to monitor one aspect of increased co-operation and productivity in the work place; and</li> </ul>
<ul style="list-style-type: none"> <li>• Analysed what creates a positive team climate;</li> </ul>	<ul style="list-style-type: none"> <li>• Developed a plan for individuals and the team to increase co-operation and productivity with specific strategies, time frames, outcomes and evaluation.</li> </ul>

## Training Methodology

This is a highly interactive and practical program in which participants will engage in:	
<ul style="list-style-type: none"> <li>Self-assessments and team assessments.</li> </ul>	<ul style="list-style-type: none"> <li>Interviewing.</li> </ul>
<ul style="list-style-type: none"> <li>Analysis of the above.</li> </ul>	<ul style="list-style-type: none"> <li>Giving and receiving of feedback.</li> </ul>
<ul style="list-style-type: none"> <li>Formulation of learning plans to implement on the program and at work.</li> </ul>	<ul style="list-style-type: none"> <li>Illustrated explanations.</li> </ul>
<ul style="list-style-type: none"> <li>Role-play.</li> </ul>	<ul style="list-style-type: none"> <li>Compiling of own notes.</li> </ul>
<ul style="list-style-type: none"> <li>Case-Studies.</li> </ul>	<ul style="list-style-type: none"> <li>Workbooks.</li> </ul>

## Presenter

Robert Hounsell is a highly experienced training manager who is internationally recognised and is regularly called on by companies like Barclays Bank to conduct training courses in the UK and Africa. He has consulted to many global companies and conducted training programs in Australia and 13 countries across Europe, the Middle East and Africa. Robert is Director of Training with the Applied Innovation Centre.

Duration – Dates – Venue	Fees per person (including GST)
<b>2 days</b> – non-residential	<b>\$574 CUA Members</b>
<b>See calendar for dates</b>	<b>\$880 Individuals</b>
St. Catherine’s College 2 Park Road, Nedlands	<b>\$660 Groups of 3 or more</b>
<b>Free onsite parking</b>	<b>Lunch, morning / afternoon tea included</b>

[Click here to Register](#)

**Discover it, learn it, practise it, make it your own,  
then *do it for real!***

### Cancellations

No refunds will be made on cancellations received after 7 days prior to the event.

### Privacy Statement Unsubscribe

The Applied Innovation Centre respects your right to privacy and will not provide contact details of course participants to third parties.

If you do not wish to receive information about AIC training courses, research or professional services, please click REPLY and enter UNSUBSCRIBE in the subject line.

Results through **INNOVATION**

For more information about the Applied Innovation Centre go to [www.appliedinnovation.com.au](http://www.appliedinnovation.com.au)

