



Acumen Sales Training

SHARPENING SKILLS • SAVING TIME

MANAGING PEOPLE – PART ONE PROSPECTUS

OVERVIEW

Managing within a sales environment is often a tough challenge and is often blanket in its approach. The Managing People Workshop is designed to enable managers to get the best from their individuals. To performance manage, set SMART goals that have a clear outcome using techniques that are situational. This course is endorsed by the Institute of Leadership Management (ILM) and is designed and delivered as an interactive workshop. Our aim is to give the managers the structure and tools they need to manage their people with confidence with clear goals and as individuals.

WHO IS IT FOR?

- ⌚ Middle Management
- ⌚ Team Leaders
- ⌚ Management Development Candidates
- ⌚ Managers who want to Coach and Train
- ⌚ Managers who want to plan target strategies
- ⌚ Managers who wish to reduce attrition
- ⌚ Managers who want to develop and retain employees

OUTCOME – YOU WILL KNOW

- ⌚ How be situational in your management approach
- ⌚ How to coach
- ⌚ How to train
- ⌚ How to set SMART objectives
- ⌚ How to use the GROW model
- ⌚ How to performance manage your individuals

WORKSHOP OUTLINE – 1 DAY

Our Out Bound Workshops are held in modern conferencing facilities. Your trainer is available to coach you in both your learning and practice modules. All training is interactive and full support is given both during and post workshop. Stationary and learning materials are also provided:

Workbook

CD – Performance Management Collateral

ILM Development Certificate

Lunch and refreshments

On-line Support and Newsletter

For further details call:

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